JULY 9, 1973

Commerce Today

Coming Developments in Business and Technology

Business Views Key to Trade Talks

Page 4

FROM THE SECRETARY

For Export Expansion—An Important Invitation

If we are to improve our overall balance of payments position it is essential that our export performance be materially improved. Our national need for significantly increased imports of energy and raw materials in the next decade underscores this conclusion.

The realities of international commerce call for a positive approach to improving our trade position. That approach places the responsibility on industry, labor, agriculture and the government to work together to achieve a rapid and sustained expansion of American exports.

This Administration fully intends to use the means available to the national government to help achieve this goal.

A major factor in improving our trade and payments position has been—and continues to be—our resolve to return the U.S. economy to a path of relative price stability and growth. A basic element of President Nixon's recommendation in December 1971 to realign exchange parities of major currencies and to seek international monetary reform was the need to reverse the conditions that had consigned U.S. exports to a second-best competitive status. His recommendation to devalue the U.S. dollar by 10 percent in February was a further step in this direction. A number of other substantive changes designed to improve export performance have been made.

The enactment in 1971 of legislation permitting a partial deferral of income taxes due on income derived from exports made by Domestic International Sales Corporations (DISCs) will provide an important impetus to U.S. exports. Approximately 4,000 DISCs have been organized by U.S. firms.

Major improvements have been made in Eximbank's facilities for supporting commercial bank and individual company export transactions. As a result U.S. export financing, both through the commercial banks and by the Eximbank, is now fully competitive with financing provided abroad.

In this Department we have taken a fresh look at our export expansion programs and—as you have read in these pages—have moved to a simplified functional organization oriented toward increasing exports.

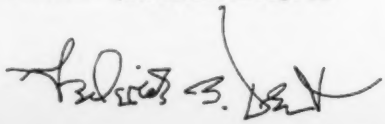
The Trade Reform Act of 1973 proposes to provide the basis for an important improvement in the U.S. trade and payments position. The bill contains a variety of authorities intended to enable the President to work effectively for a more open and equitable world trading system, and to act from a position of strength in the hard bargaining of international trade negotiations.

This brings me to an important invitation.

A workable mechanism

One of the most important tasks ahead of us is to establish a workable mechanism for effective consultation and coordination between industry and government, in connection with the forthcoming trade negotiations. We must work together to provide U.S. negotiators with a composite picture of the competitive situations of U.S. and foreign industries. We must evaluate tariff and nontariff barriers to trade, and all other factors which influence trade flows: export potential, price sensitivities, production capacity, technology, productivity, investment, and national industrial policies. We must have informed judgments on our growth areas of the future, where we will best be able to compete, and where we need the removal of trade barriers. Our negotiators need facts, not generalities.

We are thus seeking, by discussions with executives and with technical groups, to establish an appropriate industry-government advisory mechanism. This mechanism should be one that industry feels will be effective in bringing its views to bear on the negotiating process. I am addressing this message to all businessmen interested in international commerce, asking them to give us the benefit of their advice in this vitally important matter. *(See details on Page 4.)*



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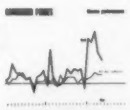

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COVER: *Ambassador William D. Eberle (left), the President's Special Representative for Trade Negotiations, Commerce Secretary Frederick B. Dent, and Under Secretary of Commerce John K. Tabor confer with industry officials in one of a series of consultations designed to prepare federal officials for international trade negotiations in Geneva later this year. Story begins on Page 4.*

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Published biweekly by the U.S. Department of Commerce, Washington, D.C.
Annual subscription rate $33 ($8.25 additional for foreign mailing, $14.30 additional for domestic air mailing). Single copy $1.50. Make checks or money orders payable to Superintendent of Documents and mail to Superintendent, U.S. Government Printing Office, Washington, D.C., 20402, or to any U.S. Department of Commerce Field Office.

All subscription inquiries and address changes should be sent to the Superintendent of Documents, at the above address. This is the central distribution agency for U.S. Government publications.
Microfiche copy available at 95 cents per issue from National Technical Information Service, Springfield, Virginia, 22151.
Other inquiries should be sent to the U.S. Department of Commerce, 14th Street and Constitution Avenue, Washington, D.C., 20230.

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ECONOMIC
HIGHLIGHTS

Unusual Supply-Demand Situation In Food Presents Major Challenge To Price Stability

Economic Highlights is prepared by the Office of the Assistant Secretary for Economic Affairs.

Unusual world-wide supply situations, some of them temporary, are the major reasons for the recent sharp increases in food prices, and to a lesser extent, in the prices of other goods and services. Increasing domestic demand also has contributed to current pressures, but this element of the price equation has been more predictable.

On June 13 the President imposed a strict freeze on almost all prices to allow time for the planning of the Phase IV anti-inflationary program. The freeze will remain in effect for a maximum of 60 days.

As the first chart indicates, food prices have been much more volatile than prices of other goods. Food prices have increased at a rapid rate during 1973, and since these prices are highly visible, consumers have reacted strongly. General inflationary expectations have been influenced by these developments in food, causing prices of other goods and services to move up, although these increases have been more moderate.

A major reason for the better price performance in the nonfood sectors was the high rate of increase in productivity over the past 2½ years. Unit labor costs were held in check until the first quarter of 1973. Increased Social Security taxes went into effect in January to finance higher benefits that began in the fall of 1972.

Unfavorable weather conditions in several major farming areas around the world have affected supplies of agricultural products, especially wheat, other grains used for animal feed, and soybeans. Another major development could be described as bizarre: the failure of last season's anchovy catch off the coast of Peru seriously affected the supply of fishmeal, which is a major source of protein in animal feed. Thus, world-wide demand increased for soybean products and cottonseed meal.

Pressures on food prices were aggravated by coincidental shortfalls of several major farm production cycles. Consequently, the shortage of beef could not be overcome by substituting pork or poultry, since both of these were also in relatively short supply.

Domestic crops were also affected by unfavorable weather in the fall of 1972, which was followed by a severe winter. In addition, heavy precipitation in the spring disrupted and delayed planting in some areas.

Domestic demand intensified because of the rise in consumers' purchasing power, and the associated desire for a higher standard of living. This was evident also in some non-food products. For example, demand for petroleum increased strongly. In lumber, the boom in homebuilding increased domestic demand while rising exports served to reduce the domestic supply.

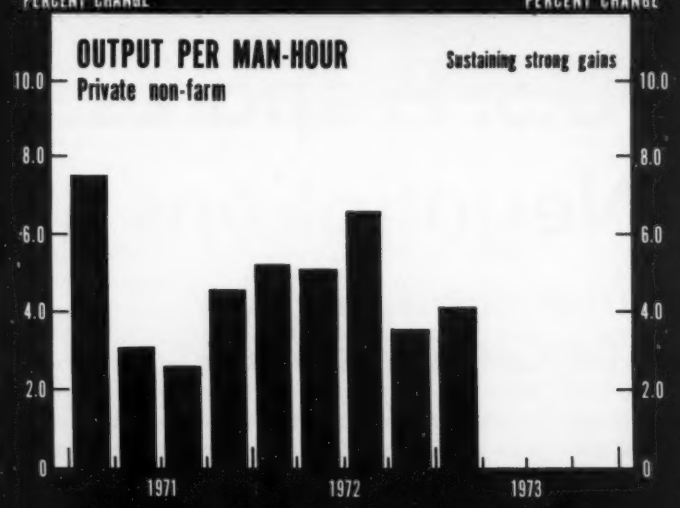
A monitoring system, put into effect at the time the temporary freeze was announced, revealed large orders for certain types of soybean and cottonseed exports. Secretary of Commerce Dent then announced that the Administration was putting into effect an allocation system for these products to balance the need for domestic supplies and the opportunities for increased exports. *(See story on Page 19.)*

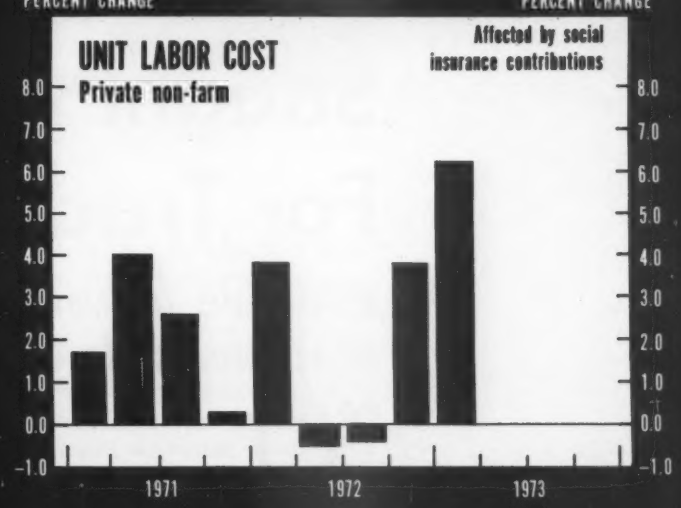
The Administration increased this year's crop acreage allotments substantially and offered other incentives to farmers to increase supply. In addition, import quotas on meat and some other food items were reduced or eliminated to increase the availability of consumer goods.

The challenge now is to increase the supplies of goods and services and to balance the domestic and international demand pressures as the U.S. economy moves through a most difficult transition. The planning of Phase IV will be a major factor in achieving this goal.

Other economic data

Factory orders for durable goods continued a sharp uptrend; housing starts rebounded in May after declining for three months.





*Annual Rate
All data seasonally adjusted

Commerce Today
Vol. III, No. 20
July 9, 1973

Business Advice, Data Sought As U.S. Prepares For Trade Negotiations

Effective Industry-Government Advisory Mechanism Is Goal Of Current Efforts

"Our negotiators will need facts, not generalities, on specific situations which prevail in the international marketplace. Government officials simply do not have all the information and expertise required to determine the effects that reductions in tariff and nontariff barriers are likely to have on particular products as they move in international trade."

Federal officials have these conditions in mind as they plan to enter into international trade negotiations in Geneva later this year. They are now seeking to bring U.S. industry into a practical and effective consulting framework. The words are those of Secretary of Commerce Frederick B. Dent. He and Ambassador William D. Eberle, the President's Special Representative for Trade Negotiations, are directing this effort.

Secretary Dent and Ambassador Eberle are issuing an invitation to all interested U.S. businessmen to join in the consultations. They have conducted a series of Washington briefings for business leaders representing a cross-section of U.S. trading interests to explain the preliminary consultation plans and seek comments on them.

Must know strengths, weaknesses

"What we need to have," Secretary Dent has been explaining at these meetings, "is a clear understanding of what we and the other participants in the negotiations want, what are the strengths and weaknesses of our position and theirs, and how much of what they want are we willing to give to get what we want. This is the essence of a multilateral trade negotiation.

"We need U.S. industry's views on the effects of tariff and nontariff barriers to trade, along with other trade determinants, in order to provide U.S. negotiators with a composite picture of the competitive situation of the U.S. and foreign industries involved. By evaluating trade determinants, I mean examining such factors as export po-

GOOD LISTENERS—*Business leaders listen attentively as Secretary of Commerce Frederick B. Dent and Special Trade Representative William D. Eberle (backs to camera) explain how the business consultations on the upcoming international trade negotiations will be held.*

tential, price sensitivities, production capacity, technology, productivity, investment, national industrial policies, and other major factors which influence trade flows. We must have informed judgments on our growth areas of the future, where we will best be able to compete, and where we need to seek the removal of trade barriers to improve our competitive position."

The most recent multilateral trade negotiations were those of the Kennedy Round of the early 1960's. Four months of public hearings, before the Tariff Commission and Executive agencies, preceded any initial decisions. A 45-man Public Advisory Committee, appointed by the President, met regularly to advise the negotiators. A large Roster of Technical Specialists from all interested domestic industries was set up, and this was supported by a subsidiary network of advisors and specialists from the various industries.

This effort, Secretary Dent recounted, was a new high point in industry-government cooperation, but it was not entirely successful. Two principal criticisms emerged: first, that the advisors were called upon too late; second, that when they were called upon, they were briefed by government officials, but generally were not given enough opportunity to render constructive advice.

"The Administration intends to avoid those shortcomings and to improve significantly on past consultative procedures," the Secretary commented.

Secretary Dent also stressed the need for candid disclosure of trade data from U.S. industry and promised to develop safeguards to protect the confidentiality of competitive information. And he said that while the Administration would consider all the advice it received from industry, it also would have to consider the full range of U.S. national interests, including those of labor, farmers and consumers, in making final negotiating decisions.

Three-stage effort

The search for an effective industry-government advisory mechanism is proceeding in three stages.

The first stage includes the publication of this article, the convening of a series of meetings with a cross-section of business leaders, and other efforts to make the information about the consultation process available to all interested parties. This stage is expected by officials to be completed by the end of this month.

The second stage will embrace discussions

that emphasize technical considerations. Participants will be economists, marketing specialists, managers of international operations and others with expertise and practical experience in the world marketplaces. The principal purpose will be to provide such experts with information on the various tariff-cutting and nontariff-barrier negotiating techniques presently being considered for negotiations.

"We will be seeking their views on how to organize an industry-government advisory mechanism that can help us determine the likely effects of alternative negotiating techniques with regard to specific product categories," Secretary Dent explained. "These Stage Two discussions will begin as soon as possible and will probably last about two months as we work our way through the many product sectors."

For the third stage, current plans call for establishment of formal standing industry advisory committees under the provisions of the Federal Advisory Committee Act, as well as utilization of the interagency Trade Information Committee. This last stage will begin as soon as appropriate in light of progress on the Administration trade bill and corresponding commitments of other countries. It will continue until the end of negotiations.

Committees at two levels possible

These standing advisory committees might be established on two levels, if industry concurs.

First, there could be an advisory committee of key industry leaders to provide overall policy guidance for the industrial negotiations. Committee members would normally be drawn from the chief executive officer level. The Secretary of Commerce and the President's Special Representative for Trade Negotiations would be co-chairmen.

Second, there could be a number of technical groups charged with conducting detailed studies, by product sectors, to determine U.S. negotiating interests at the product level. Specifically, these groups would provide technical judgments on negotiating tactics and goals by product sector throughout the negotiations. These groups, or some of their members, would be accessible to U.S. negotiators in Washington and Geneva as needed during the negotiating process.

Committee members would normally be industry economists, marketing experts, and others who know what factors determine trade flows in specific products in their industries. Individual technical groups would be chaired by appropriate industry or government officials.

The Commerce Department would provide the needed administrative support for both the policy and technical level committees.

Secretary Dent said of this advisory committee system, and the associated problems of creating, structuring and staffing it: "Regardless of how the system is structured, there are certain legal requirements that will have to be met under the provisions of the Federal Advisory Committee Act. These include legal notices and determinations, a written charter, and so on. This all takes time, so we urgently need to move toward Stage Three as rapidly as possible."

Administration-wide program

Both Secretary Dent and Ambassador Eberle have emphasized that this consultative program is an Administration program, not just a Commerce Department program. The Special Trade Representative's Office will participate fully in the program so that they will have first-hand knowledge of industry's views.

They further noted that these industry consultations will complement public hearings and whatever broader public advisory mechanism is established to seek the views on trade negotiations of all interested parties, including business, labor, farm and consumers.

Some of the details about the consultative program have been brought out in answers to questions raised at the cross-sectional meetings. A number of these questions and answers follow:

The National Association of Manufacturers and the U.S. Chamber of Commerce are considering establishing advisory mechanisms of their own through which to channel the views of their members concerning the various aspects of the forthcoming negotiations. How could such efforts be integrated into an industry-government advisory mechanism?

The initiatives being considered by the NAM, the U.S. Chamber of Commerce, and others, represent a recognition of the overriding need for industry and government to work more closely together than we have in past negotiations, and as such, are commendable.

As for the role of such organizations in an

overall advisory mechanism, whatever advisory mechanism is devised must be broad enough to encompass such collective efforts, as well as the advice coming from individual firms and associations.

What would be the role of a policy-level advisory committee?

This committee would meet regularly during the negotiations to keep the industry-government channel of communications working at a high-level. Status reports could be given industry at such meetings and current problems and issues discussed. Members of the group would be available for on-site consultations in Geneva.

What role would technical-level industry advisors play in the forthcoming negotiations?

The industry technical advisors will play a critically important role in these negotiations. We must have the fullest possible input of knowledge and expertise at the technical level to evaluate properly where U.S. best interests lie in the actual negotiating give and take. Otherwise, we will be at a distinct disadvantage vis-a-vis countries whose economic and political systems allow a more intimate industry-government relationship.

Accordingly, we urgently need the help of industry experts both before and during these negotiations. The role of industry technical advisors before the negotiations begin would be to work with Government on detailed studies to determine our negotiating interests at the product level, taking into account not only tariff and nontariff barriers to trade, but other economic or political factors that affect trade flows. For such information, we must rely heavily on industry experts. The industry technical advisor's role during the negotiations will be essentially to provide any additional information needed for the day-to-day questions that will arise at the negotiating table.

How will technical-level advisory groups be organized and what specific functions will they perform?

One possibility is to organize along product sector lines, perhaps as they are defined in the GATT. The general terms of reference for the groups could be to perform comprehensive studies on product categories and at tariff line levels to determine precisely what our negotiating objectives are and the appropriate negotiating techniques to realize those objectives. Specific work assignments could be given individual committee members and work could be coordinated in Washington or elsewhere depending on the circumstances.

HERE'S WHAT WE NEED—*Tilton H. Dobbin, Assistant Secretary of Commerce for Domestic and International Business, Ambassador Eberle and Secretary Dent (left to right) outline what information this country's negotiators will need from U.S. business before they enter multi-lateral trade negotiations at Geneva later this year.*

During the period of actual negotiations, the sector groups would continue to feed information as necessary into the negotiating process and members would be available for on-site consultations in Geneva.

If the technical-level advisory groups were organized by industry sectors, how many and what would they be?

The GATT has defined 23 product sectors and about 120 sub-sectors. How many of these warrant the creation of separate advisory groups, is a question industry itself can best answer through its advice to us. Some provision also will have to be made for dealing with those issues—such as NTBs —which may cut across several sectors. (The list of GATT product sectors may be obtained by writing to the address given on page 8.)

Will industry advisors be allowed to sit in at the negotiating sessions?

International rules prohibit the participation of non-government officials in actual negotiating sessions. However, the industry advisor's role could extend right up to the door of the negotiating room. Certainly during the actual negotiations the advisors would be called upon to evaluate offers made

by other countries to reduce or eliminate their trade barriers to our exports.

If a firm or organization volunteered an advisor to serve on a policy- or technical-level committee, how much time would be required and where would meetings be held?

The time required of each industry advisor will vary depending on the circumstances. For example, a policy-level committee might have one- or two-day meetings scheduled regularly during the year, with special meetings as the situation dictates.

As for industry technical-level advisors, at the outset their services probably would be needed on a regular basis until the negotiating objectives of, and competitive situations existent in, their particular industry sectors were determined. The duration of this initial input would depend, of course, on the complexity of the industry sector and the difficulty of the issues involved. Thereafter, technical group meetings could be called on an *ad hoc* basis, depending upon the progress and pace of negotiations. Particular advisors probably would be needed only when their areas of interest were scheduled for discussion.

In general, both policy- and technical-level discussions would be held in Washington before negotiations begin, and in Washington or Geneva as necessary during negotiations. However, in the event a particular industry segment was heavily concentrated in a geographic area away from Washington, then technical group meetings might be held in some more centrally located city.

If a firm or organization volunteered an advisor to serve on a policy- or technical-level committee, who would pay the expenses?

As during the Kennedy Round, the travel and living expenses of industry advisors would be their responsibility.

One of the problems firms have in divulging the kind of information government needs in a trade negotiation is that such information could be used to the advantage of its domestic competitors. How can such "business confidential" material be protected from our competitors, and still be used to advantage by government negotiators?

This has been and continues to be a problem. Fear that business confidential material might fall into the wrong hands traditionally has inhibited what industry has told government, and vice versa. Such inhibitions inevitably have affected the usefulness of past industry-government consultative efforts, notably during the Kennedy Round. A mutual confidence must be developed that permits a better exchange of information between industry and government. For our part, industry is being assured that U.S. negotiators will treat business confidential data with the greatest degree of protection possible in each specific case.

Will the industry advisors have access to "confidential" information available to U.S. negotiators?

It is planned to obtain security clearances for those industry advisors who will need access to governmentally classified information. However, this will not include access to "business confidential" information of potential benefit to a domestic competitor. Only the negotiators will have access to that material, for business' protection, both competitively and in terms of antitrust considerations.

Secretary Dent and Ambassador Eberle have asked that readers consider the issues discussed here and send their comments and suggestions on this industry-government consultative program to: The Secretary of Commerce, U.S. Department of Commerce, Washington, D.C., 20230.

If firms, associations and industries work together with government on this negotiation, what assurance do they have that the Justice Department will not come along and cite them for antitrust activities?

Of course, there would be no such assurance if prohibited antitrust activities were to take place. However, each advisory committee, and technical group thereof, will be briefed on the proper scope of discussions.

The important thing to remember is that it is not proposed that industry members discuss issues of competitive interest with each other. Rather, it is a matter of seeking industry's advice in the context of official industry advisory committees operating under the provisions of the Federal Advisory Committee Act and guidelines promulgated by the Office of Management and Budget and by the Department of Justice. A key element in this respect is that business confidential information will not be available to industry advisors, only to government negotiators.

—Bureau of International Commerce

Poultry, Animal-Based Industries' Cleanup Costs Estimated At $384 Million

Economic Impact Of Environmental Controls Detailed In Report; Research Needs Cited

Complying with existing and proposed pollution control regulations will cost the red meat, poultry and rendering business in the United States $384 million by 1976, an industrywide study shows.

The meat industry estimates it will increase its average annual capital investment in pollution control by 85 percent between now and 1976.

Four hundred and fifty renderers of inedible fats and proteins expect an increase of 30 percent in average annual capital investment in pollution abatement equipment for 1973-1976.

And, the poultry industry will step up its annual capital spending on pollution control facilities by 5 percent.

These projections are contained in a new National Industrial Pollution Control Council report, the first major industrial projection of the economic impact of environmental controls. The three estimates use 1971-1972 as the base years.

The report covers the poultry and animal-based food products industry. It also details research and development needs required to correct pollution control problems in these industries.

The NIPCC report, submitted by its Sub-Council on Foods: Poultry and Animal-Based Products, includes surveys by major trade associations in the meat, poultry and rendering industries. It notes that the poultry and animal-based products industries are characterized by high dollar values of gross sales with low return on sales and net worth. The return is 1 percent or less. The cost of complying with existing and proposed pollution control regulations, the Sub-Council says, will have a significant impact on these industries' future earnings.

For example, a minimum of 124 plants in the rendering and poultry industries could be forced to close at a capital cost of approximately $23 million, the report points out. Data were inadequate to project meat plant closings.

The plants which will be most seriously

affected by pollution control regulations are primarily small, rural plants, which will neither be able to generate the capital necessary to install the required control equipment nor have the opportunity to discharge effluent to a publicly-owned wastewater treatment system.

"All companies expect to recover their future investments in capital, operating and administrative costs through the increasing of the price of the finished product," the report notes further.

Total capital expenditures for 1971-76 projected by the meat, poultry and rendering industries to comply with existing and proposed standards for air and water quality is more than $222 million. This does not include the estimates to reach Best Available Technology or zero discharge since there is little confidence in existing estimates at this time. The total operating and administrative cost for pollution control in the six-year period in these industries will be more than $162 million.

PLANT SCENE — *A worker is shown tabulating processed meat in plant scene in the meat industry.*

TREATMENT SYSTEM—*Organisms living throughout five feet of rock bed feed on impurities in the water. This pretreatment and secondary treatment operation reduces wastewater strength from about 1800 biological oxygen demands to 130.*

Establishments in the poultry and animal products industry include more than 4,080 meat slaughtering and processing plants, nearly 60 poultry slaughtering and processing plants, 750 companies which render edible and inedible meat and poultry by-products and 2,400 stockyards and auction markets.

The NIPCC Sub-Council, headed by Robert W. Reneker, president of Esmark, Inc., singled out research needs and priorities.

Reneker said "the conclusions of the study provide these industries best estimates of the economic impact of environmental control as of the latter part of 1972. Similar studies will be conducted in subsequent years both to re-evaluate the results of this first study and to take account of any future changes in legislation and economic policies."

He asserted that the "final resolution" of the question concerning ultimate plant closings will have to await publication of standards for odor control, Best Practicable Technology and Best Available Technology.

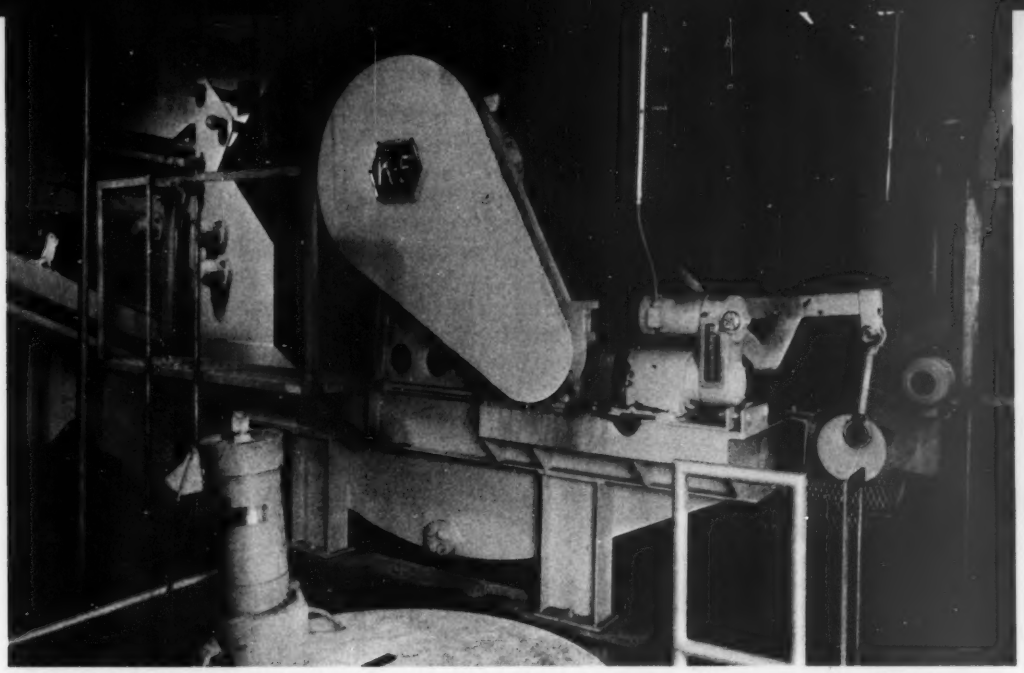
"It is quite apparent that plants which would be most seriously affected would be the small, one-unit, rural operations," he added.

Techniques recommended

The Sub-Council recommended that new techniques for inedible or edible rendering operations and for blood drying operations which eliminate odor emissions to the atmosphere be developed. And further, that economically practical measures for control of odor emissions from conventional reduction operations be investigated.

To eliminate non-processing odors, the Sub-Council report concluded, it is necessary to:

- Develop effective methods for covering anaerobic lagoons to trap noxious odor discharges and to thermally incinerate the gases collected.
- Develop improved procedures for mechanical maintenance of holding pens to substantially reduce odor from animal excretion and procedures for chemical control of such odor.



SLUDGE DEWATERING—*One of the processes in the animal-based industry involves this scene in which the watery solids (sludge) which are placed on a drum where they are "dewatered." The resulting material, of cake-like consistency, is used in the manufacture of organic compost.*

• Investigate methods for the dewatering of primary clarification bottom sludges and for reuse or disposal as alternatives to current use of sludge lagoons or drying beds.

The Sub-Council recommended that combined efforts of industry, equipment suppliers, and the Federal government be used for resolution of these problems.

The Sub-Council further recommended that lower cost alternative methods for the control of smoke, particulates, and odors from oven processing, and cooking, searing and meat frying operations be investigated.

"Resolution of this problem through joint effort of industry and equipment fabricators" is suggested in the report.

Two projects are currently under way to improve odor control in the processing part of the industry. One involves development of a new dynamic odor sensory method to replace the present American Society for Testing and Materials syringe technique. The second project involves the development of a new odor control system for inedible rendering plants.

New waste techniques to replace or augment existing out-of-plant control methods are needed, the report states. It recommended that these techniques to comply with more stringent discharge limits be developed.

Such techniques include:

► Reduction in fat, oil, and grease (hexane solubles) discharge levels through application of novel physical or chemical emulsion breakers and improved clarification equipment.

► Elimination or reduction in nutrients, principally phosphorus and nitrogen present in treated waste discharges which are alleged to promote eutrophication of receiving waters.

► Recovery of soluble and colloidal proteinaceous matters in wastewaters for edible or inedible use.

"Cooperative efforts by industry, government, and equipment designers and suppliers, with support from the Environmental Protection Agency for construction and operation of pilot plants to demonstrate new and unique problem resolutions," are the Sub-Council's suggested solutions.

Assisting in the industry study were the American Meat Institute, the National Renderers Association, the Poultry and Egg Institute, the National Independent Meat Packers Association, and the Western States Meat Packers Association.

Robert J. Fleming, president, National By-Products, Inc., is vice chairman of the Sub-Council. Other members are Edward H. Carson, chairman Tobin Packing Co., Inc.; Clifton B. Cox, president, Armour Food Co.; Harold N. Kummer, president, Kummer Meat Co.; Kenneth W. Monfort, president, Monfort of Colorado, Inc.; Floyd A. Segel, president, Wisconsin Packing Co., Inc.

UN's 'Early Warning' System For Its Projects Can Aid U.S. Contractors

Commerce Officials Say Better Announcement Timing Should Increase American Participation

The big, bold headline noted that Poland was turning to the Western nations for technical help. The newspaper report told how U.S. advice was being sought on an overhaul of an outmoded road and railway network.

The story went into specifics: "The modern highways will be planned and designed over a three-year period under the guidance of a major American engineering and architectural company, Tippetts-Abbett-McCarthy-Stratton of New York City."

As his visitor laid the newspaper clipping back on his desk, William W. Allen flipped open a file folder and waved a document from it: "A significant part of that story is right here in my hand. T-A-M-S got a running start on that Polish contract through timely knowledge of the plans that are laid out in this study."

Then he added: "And if the $1.6 million involved in this project is regarded as not too impressive in itself, do not overlook—as T-A-M-S certainly hasn't—the major expenditures in services and equipment that can follow upon it."

William W. Allen works in the headquarters of the United States Mission to the United Nations; he is an official of the Commerce Department's Bureau of International Commerce. He is thus placed strategically to gather information on projects of the United Nations Development Program—the Polish road-rail study is a current example—and to encourage U.S. firms to bid on them.

Allen wants American companies to recognize that in this field the trend lines are going up, sharply. Last year, about $30 million was approved by the UN for subcontracts, and a like amount was authorized to be spent for equipment. This level should rise in the next few years to $100 million or more in subcontracts alone, Allen believes.

The range of the subcontracts reflect the wide sweep of the needs of developing nations: studies of mineral, forest, fish and soil resources; advanced agricultural techniques; air transport services, highway and rail

planning; telecommunications; meteorological training; industrial planning; all kinds of management and manpower training.

Many of these projects today require the advanced technological or management expertise that exists only in highly specialized enterprises. This is where the U.S. firm or organization finds its skills in demand. But it must be made aware of specific bids for its services, in good time for practical scheduling.

The informational links between the United Nations and prospective subcontractors and suppliers are being broadened. A new system will go into effect in August. Allen's office—and its counterpart at the U.S. Department of Commerce in Washington— will take on added importance for U.S. companies interested in the UN development projects and possible follow-on work.

Allen's clients can look to him first for assistance in finding their way through the UN's rather formidable vocabulary thicket. American inquirers encounter at once the spellings "programme" for "program" and specialised" for "specialized," followed by such terms as "Indicative Planning Figure," "contact point," "expression of interest," "long list," and "short list."

'Most extensive undertaking'

Also, the procedures that Allen deals with can often lead to bafflement and even exasperation. The UN itself, in its guide for applicant firms, acknowledges this: "A word of caution, however, is warranted for all prospective subcontractors. The United Nations development system is the most extensive undertaking in history. There are 18 international Agencies—including three regional development banks—with headquarters in many parts of the world. They serve more than 130 governments, and today nearly three billion people. At the working level, this means that some subcontractors will be dealing with a multiplicity of organizations and of governments. Delays and frustrations are encountered, as they are in almost every other aspect of private and public international operation. As in other business activities, patience and perseverance are virtues sine qua non."

Allen agrees with this counsel of patience as he steers U.S. firms through the UN procedural maze, but he is not at all patient about the low level of American activity so far:

"The American share of subcontracts awarded in 1972 was only 14.9 percent of the total, and that fell from 23.3 percent in 1971. In purchases of project equipment, 29.5 percent was from U.S. suppliers in 1972, a better record than the 20 percent of 1971, but still not good. A comparison of our level of participation to the amount of the U.S. contribution to the UN Development Program is illuminating. Our contribution has been about $86 million per year recently. In relation to this figure, the U.S. is obtaining about 5.8 percent in subcontracts and 10.7 percent in procurement. Now compare this to France, as one example. The French have obtained business in subcontracts equal to 138.4 percent of their contribution, and 28.1 percent in procurement—an overall total of 166.5 percent.

"These figures surely bear out the observation that U.S. industry is not very successful in obtaining business from projects financed by the United Nations. But with an improved 'early warning' system to alert potential contractors and suppliers, and the realization of the growing stake for international business in these projects, I am hopeful that we can turn this situation around."

The United Nations Development Program —the UNDP—is actually an agency rather than a program or schedule of activities. It was created by the UN General Assembly in

EARLY WARNING TEAM — *John Malone (left), the Bureau of International Commerce's Washington contact for UNDP opportunities, discusses the new announcement procedures with William W. Allen (right), Advisor for Economic and Social Affairs at the U.S. Mission to the United Nations. With them is Derek Pomfret, Director of Export Information Division of the Bureau of International Commerce.*

Commerce Today
Comng Developments in Business and Technology
A Program For Product Safety
PRE-INVESTMENT NEWS
UNDP Projects Spur $3,100 Million Investments
COUNCIL TO ACT ON 25 COUNTRY PROGRAMMES
COMMERCE BUSINESS DAILY

KEY PUBLICATIONS — *Opportunities for UNDP subcontractors and suppliers are reported in these three publications. Commerce Today and Commerce Business Daily are available from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, at $33 and $40 per year, respectively. Pre-Investment News is offered free to U.S. firms by the United Nations Development Programme, 866 United Nations Plaza, New York, N.Y. 10017. The most recent announcement of UNDP-endorsed projects appears on Page 72, while a list of new country programs approved is on Page 56.*

1966 through a merger of already existing bodies. It is a central unit in which the entire United Nations system schedules, administers and finances technical assistance and pre-investment projects in the developing countries.

The UNDP is supported by voluntary contributions from virtually every member government of the UN. Pledges last year totaled $274 million, with the U.S. making the largest single contribution, of $86 million. The UNDP is not a "giveaway" activity, however; its individual projects are funded jointly by the UNDP and the recipient governments. Overall, a total of more than $3.5 billion has been committed to UNDP-assisted projects, and $2 billion of this has come from the individual nations being aided.

Scope varies widely

Some projects involve one or two consultants working over a three to six-month period. Others can put teams of engineers at work with sophisticated equipment over periods extending up to five years. These activities are intended to lay the groundwork for further development, probably with heavy capital outlays. The Polish transportation study that is being undertaken under a UNDP subcontract by Tippetts-Abbett-McCarthy-Strattan can lead, down the line, to an entire new railway line across the nation, a computerized urban rail system for one area, and a national superhighway network.

Allen explained how the projects originate:

"For planning purposes the UNDP sets a dollar-amount for the support each participating nation can expect from it over a five-year period. This is called an Indicative Planning Figure. For Poland, to return to our example, this figure was $7.5 million over the period of 1972-76. Then the individual nation draws up a country program that places priorities on the development objectives it wants assisted by the UNDP. Such a program dovetails, of course, with the country's comprehensive national development plans.

"The country program, which is prepared in close cooperation with UN development officials, is given a further evaluation at UNDP headquarters before it is passed on to the 48-nation UNDP Governing Council for approval.

"The Governing Council has the power to approve the overall country program for assistance go-ahead. The UNDP Administra-

tor has the authority, generally, to approve specific projects, taking into account the schedules recommended in the country program and the limitations of the UNDP financial resources. It was Poland's country program, as approved by the Governing Council, that drew the attention of T-A-M-S and led the firm to prepare its bid on the transportation study."

The competitive bidding process has three phases:

► Entry onto a general roster;

► Submission of an expression of interest that places a firm on a long list;

► Selection for a short list of those invited to submit detailed proposals.

The roster procedure usually involves responding to a questionnaire that seeks information on a firm's particular capacities and fields of expertise. The long list is regarded by the UNDP and other UN specialized agencies as a useful intermediate step in alerting qualified bidders while not subjecting all of them to the costly and time-consuming task of preparing proposals.

The selection of the winning bidder is done by the UNDP or the particular UN agency concerned. But the short list must be cleared by the recipient government, which has the right to decide whom to permit entry into its territory. If this results in deletions, other names are added. The short list of those asked to make detailed proposals and bids contains from three to eight names, depending on the nature of the project.

New policy for subcontractors

Under a UNDP policy that goes into effect in August, potential subcontractors must keep tabs on upcoming projects and submit expressions of interest. All of the 18 UN agencies that are involved in development activities will draw up their long lists solely from these expressions.

On its part, the UNDP is promising to furnish information about planned projects as early as possible, well before the bidding phase begins. Details are to be disseminated to the international business community on a continuous basis about two months in advance of deadlines for the expressions of interest by possible bidders.

"This kind of advance information can enable U.S. firms and organizations to decide whether they should 'submit expressions of interest in order to be long-listed for a project," commented Allen.

Because of the accelerated emphasis on forward planning that is being brought about through the use of country programs, the UNDP may know that a certain project is to start in, say, six to nine months. This means that detailed formulations of the project will have to begin several months prior to the submission of plans by a country to the UNDP. Often this involves a UN mission that has gone out to the country to assist with the preliminary planning. Subsequently a fairly complete picture of the project emerges, and the basic information on it is publicized as a project summary.

'Contact point' for U.S.

"At this point," Allen explained, "the primary responsibility for informing the interested parties in each country rests with a delegated national official. In the United States this responsibility is shared by two persons in the Commerce Department's Bureau of International Commerce. John Malone of the BIC Trade Opportunities Staff operates out of the Department's main building in Washington, and I am located at the U.S. Mission to the United Nations, which is just across First Avenue from the UN headquarters in New York.

"Mr. Malone and I welcome direct inquiries. We also strongly recommend that U.S. companies follow the continuing flow of information about upcoming projects that appears regularly in three publications, *Commerce Today* and *Commerce Business Daily* of the Commerce Department, and the UNDP's newsletter *Pre-Investment News* (see illustration)."

Allen summed it up: "With the new early-warning system for UNDP country programa and project summaries in operation, plus the recent devaluations of the U.S. dollar and a much more active program of U.S. Government support, our consulting, engineering and equipment manufacturing enterprises should be more aggressive in submitting contract proposals to United Nations executing agencies.

"We need to increase greatly the U.S. dollar volume and percentage participation in this UNDP-financed business. UNDP contracts increased 50 percent in 1972 over 1971 to approximately $32 million, and should double or triple in the next five years. Let's see U.S. organizations go after this business and not lose it to other nations because no one from the U.S. bothered to submit a contract proposal."

—Bureau of International Commerce

Businessmen Help 508 Minority High School Grads Begin New Life

Recruited By Football Pros, Students Work In Plan That Can Gain Them College Degrees

In the plants and offices of some 125 corporations and other business establishments around the country, 508 promising high school graduates from disadvantaged backgrounds are working this summer as the result of a special program established to finance such youngsters through four years of college.

The youngsters have landed their jobs through the efforts of the Business Management Fellowship program launched this year by the Office of Minority Business Enterprise (OMBE) of the Department of Commerce in cooperation with the National Football League (NFL) and the private business community. An estimated 90 percent of the young workers are black. Others are of Spanish, American Indian, or Oriental origin.

The program provides talented high school seniors, who are in the upper 10 percent of their graduating classes and who are economically or socially disadvantaged, with the means to complete a four-year college course. They must be eligible to attend college and must show financial need. The money they earn during summer, Christmas, and Easter vacations will help them to complete their college education.

High school students recruited for the program are awarded four-year fellowships, and are given progressively responsible assignments during the four years they participate in the business management program. They take college courses of value to the business firms employing them. Thus their vacation employment dovetails with their academic training, and they receive on-the-job training to round out their school studies. By the time they graduate from college, they will have received a substantial degree of practical experience helpful to them in holding positions in the business world and that at some time in the future may enable them to become business managers or owners.

Goal exceeded

To enlist the participation of businessmen in the program, OMBE employed 15 professional football players for a three-month period to call on management officials of business firms in various cities. The players were able to exceed their goal, which was to induce

business firms to provide 500 vacation-period jobs to disadvantaged youngsters.

The football professionals were recruited through the cooperation of NFL Commissioner Pete Rozelle. Buddy Young, Rozelle's special assistant, was primarily responsible for recruiting the players.

"In reviewing OMBE's needs," Young said, "I decided to recruit the young players in the league who could use the money they earned during the three-month assignment and who have the enthusiasm and salesmanship to do an effective job."

The results of their efforts were announced at a recent special ceremony in the Commerce Department in Washington. Certificates commending the achievement of the players were presented to them by Under Secretary of Commerce John K. Tabor, representing Secretary of Commerce Frederick B. Dent.

The players honored were: Jimmie Jones, Mack Alston, Ted Vactor and George Nock of the Washington Redskins; Conway Hayman and Homer Post of the New England Patriots; Joe Williams and Jim Harris of the Los Angeles Rams; Cal Snowden and Chris Fletcher of the San Diego Chargers; Dave Lewis and Jesse Phillips of the Cincinnati Bengals; Melvin Holmes of the Pittsburgh Steelers; Rudy Redmond of the Detroit Lions; and Clarence Ellis of the Atlanta Falcons.

Williams (formerly with the New Orleans Saints) and Snowden were singled out for special honors at the ceremony because of their outstanding accomplishments in signing up businessmen to employ students. In addition to the compensation paid all the players, Williams received an extra $750 for placing students in 134 jobs, more than any other player, and Snowden $500 for coming in second with 81 jobs.

Creating new managers

Commenting on the fellowship program, Under Secretary Tabor said its purpose is to equip youngsters winning fellowships "for a whole lifetime, and therefore to create a new generation of business managers and specialists out of people who have not had that chance before.

"The program," he added, "does not have any government involvement and is not financed by the government. It is financed by the companies. They are paying the tab in honest wages and salaries for these young people who start out of high school and take jobs in companies around this country as equals with equal opportunity.

CHAMPION JOB SALESMAN—*Joe Williams of the Los Angeles Rams, is top man among 15 professional football players in signing up businessmen to give vacation jobs to disadvantaged minority high school seniors. (Left to right) Alex Armendaris, Director of the Office of Minority Business Enterprise (OMBE); Williams; Buddy Young, Special Assistant to Commissioner Pete Rozelle of the National Football League; and Under Secretary of Commerce John K. Tabor.*

"The job of developing quality minority youth into the executives of tomorrow is a task for private industry, not for the Federal Government. Government has neither the capability nor the resources to do the job."

He said that the average compensation each student will receive for vacation work during the four-year college course is estimated at $7,000.

"Thus," he added, "business firms in signing up to provide 508 fellowships have agreed to commit a total payment of about $3.5 million to these selected students.

"Since it only cost OMBE about $125,000 to implement the program this year, plus the energy and effort of those in OMBE, this means that the Federal Government's contribution to the program is less than four percent of the anticipated private industry commitment to support the program.

"This is an exceptionally low overhead and a significant saving to taxpayers in view of the fact that the costs of many other youth-related programs have been many times that figure, with much less hopeful results."

He emphasized that the fellowship program is "not just another 'make-work' pro-

gram that is being thrust upon the private sector by the government," and that it is not a "one-shot" program.

OMBE Director Alex Armendaris, in commending the football players, said "we look forward to the expansion of the program that they have kicked off so successfully.

"We in OMBE," he added, "are working daily to provide access to business for those to whom the doors of opportunity may have been closed due to social or economic circumstances. In order to accomplish this, it is essential that we begin now to develop a reservoir of talent ready to walk through these doors as qualified business owners and managers in the years to come. . . .

Training spin-off

"The long-range benefits of the program are evident: a pool of college-trained, business-oriented minority employees is being developed on an ongoing basis and in an organized manner as candidates for the executive program of business and industry. . . .

"For OMBE the spin-off is bound to be better-trained and, therefore, more successful minority entrepreneurs should any of these young people later decide to go into business for themselves."

Walter L. Sorg, OMBE Assistant Director in charge of the Private Programs Division, points out that the fellowship program is patterned after the successful Commerce Junior Fellowship Program developed in 1967 by Francis X. Seymour, Commerce Personnel Officer.

The Junior Fellowship Program proved so successful that it was recommended to the Civil Service Commission for government-wide adoption. The Commission put the project into operation as the Federal Junior Fellowship Program in the Washington Metropolitan area in 1971, and as a result more than 1,000 talented youngsters, primarily from underprivileged and minority groups, have benefited from it up to this time.

"The program," Sorg said, "has and will continue to provide a valuable source of future government employees. It is an excellent method for furthering equal employment opportunities for the disadvantaged."

Firms that are providing vacation jobs to youngsters under the program at this time include: I.B.M.; Chrysler; Pan-American World Airways; TWA; Standard Oil Co. of Ohio; Sears, Roebuck; Hartford Insurance Co.; Aetna Insurance Co.; John Hancock Insurance Co.; Consolidated Edison; Chase Manhattan Bank; Sun Oil Co.; National Shoe Co., Inc.; Southern Bell Telephone Co., Indiana Bell and Mountain Bell; John Wanamaker Stores; Panhandle Eastern Pipe Line Company; and many others.

In addition, many other large firms are said to be operating programs of their own for disadvantaged youth.

OMBE hopes the football players will be back next season for another round of finding private industry jobs for the disadvantaged upper 10 percent of high school seniors, and that perhaps some other players will be recruited for the work. The glamor of professional football and the enthusiasm both of the players and the chosen students have been acknowledged factors in the first flush of success of the program.

There is reason to hope that the program will expand. Thus far, 257 business firms have expressed an interest in participating in the program next year.

The Business Management Fellowship Program was launched by Secretary Dent in March. Late that month, he sent letters to a large number of businessmen throughout the country urging them to join in the program.

Secretary's letter

In a typical letter, he said:

"One of the greatest challenges facing the American business community is the inclusion in a meaningful way of our minority group citizens in the economic life of the nation.

"Latest Commerce Department data reveals that businesses owned by minorities account for a scant seven-tenths of one per cent of total business receipts nationwide. Yet all minority groups account for 17 percent of our country's population."

The program is of importance to businessmen because it saves them training costs and assures them of trained personnel when the students complete their college courses. The value to talented youth who otherwise may be unable to attend college is that it provides them with the opportunity to obtain a college education if they do good work in school and on the job. At the same time, it allows the youngsters to concentrate on their studies, and frees them of worry about what they will do during vacation periods.

—Office of Minority Business Enterprise

DOMESTIC BUSINESS REPORT

- **New shipbuilding contracts awarded in maritime program**
- **Solid, substantial growth rate seen for construction industry**
- **Confectionery shipments near estimated $2 billion**
- **Minority professionals matched with nation's businessmen**

Scrap, Soybean Exports Are Now Licensed

Licensing systems limiting the exports of ferrous scrap and allowing the resumption of exports of soybeans, cottonseed and related products on a reduced basis were announced by Secretary of Commerce Frederick B. Dent July 2.

The system for exports of soybeans, cottonseed and related products replaces an embargo placed on these products June 27.

Except for orders of 500 tons or less, licenses for export of ferrous scrap will not be granted for orders accepted after July 1.

The action was taken, Secretary Dent said at a Commerce Department news conference, because exports this year to date, combined with the orders now on hand, would reach a new record level, and this development has resulted in pressures on domestic supplies and prices of scrap.

In announcing the action on ferrous metals, Secretary Dent said:

"In recent months, the Department of Commerce has been closely following developments on the price, supply, and demand for ferrous scrap. Our preliminary data led to a decision on May 22nd to impose reporting requirements on all exporters of ferrous scrap so that we could monitor new developments and future order levels on a timely basis.

An accurate estimate

"This reporting system has given us an accurate estimate of the demand levels for exports of ferrous scrap for the remainder of 1973. The data shows that exports to date, combined with orders already on hand, now total 12.4 million tons for calendar year 1973. Any new orders for export this year would, of course, add to this total. This compares with a 7.4 million ton export total for 1972.

"This development has resulted in very serious pressures on domestic supplies and prices of ferrous scrap and I have determined that the criteria set forth in the Export Administration Act have been met for this commodity. The details of the licensing and control procedures are spelled out in the information which we have supplied to you. In brief, a license requirement is being imposed for all exports of ferrous scrap. Licenses for exports against orders for 500 short tons or more will not be granted for orders accepted after July 1, 1973. Orders accepted prior to that time for delivery in July will be granted licenses. Licensing policy for orders accepted July 1 or earlier for export after July 31 will be announced at a later date. Until further notice, licenses valid for 21 days will be issued against orders for less than 500 short tons, regardless of when these orders were accepted.

"In addition, I would like to announce that the Japanese Government has notified us that it will license imports of ferrous scrap. The effect of this will be to defer to 1974 one million tons previously ordered from U.S. shipments to Japan, plus orders already on the books for shipment to it, now total 6.5 million tons for calendar year 1973. This decision by the Japanese Government will reduce that total to 5.5 million tons. In addition, the Japanese have assured us that, for the remaining six months of the year, they will spread shipments to them of U.S. ferrous scrap to minimize disruption of U.S. domestic supply.

Express appreciation

"I would like to express the appreciation of the U.S. Government to Japan for its willingness to come forth with this voluntary solution to a very difficult market problem. Ferrous scrap is an important commodity for both the U.S. and Japanese steel and foundry industries and we are pleased that the Japanese Government has acted quickly and voluntarily to help alleviate the current U.S. supply problem.

"The action we have announced today is designed to assure that domestic supplies of ferrous scrap will be adequate to meet the needs of U.S. industry. However, we will be monitoring this situation closely and decisions on export levels to be allowed after July 31 will be made based on our findings.

"This action has been taken most reluctantly and only after it has become clear that our other efforts to alleviate the problem, including a substantial increase in offerings of U.S. Government-owned scrapable ships, could not provide a full answer."

The system of validated licenses for exports of soybeans, cottonseed, and related products became effective at 3:30 p.m. EDT, July 2. Under the system, licenses are required for soybeans and soybean oil-cakes and meal, and for cottonseed and cottonseed oil-cakes and meal.

The embargo, which also was applicable to soybean and cottonseed oils, was terminated for these products. No validated license is required for them, but the Export Reporting System remains in full force for them.

Each contract for soybean export will be reduced to 50 percent of the quantity originally scheduled for delivery, and for soybean oil-cakes and meal to 40 percent of the original quantity. Licenses for soybeans will expire Sept. 15 and for oil-cake and meal on Oct. 15.

Licenses for cottonseed and cottonseed oil-cake and meal will be issued for the full quantity of the unshipped balances of the contracts in force as of June 13. Licenses for cottonseed will be valid through Aug. 15, and for cottonseed oil-cake and meal through Oct. 15.

Exporters holding outstanding contracts for foreign delivery of soybeans or soybean oil-cakes and meal accepted on or before June 13, and calling for delivery during the current crop year, are eligible to file an export license application for the products covered by the contracts and as yet unshipped. Prescribed documents must accompany the application. The Commerce Department Office of Export Control will review the application and documentation and issue a license for 50 percent of the unshipped balance in the case of soybeans and 39 percent in the case of soybean oil-cakes and meal.

Tight supply

The embargo, and subsequently the licensing system, were imposed after government reports, revealed extremely tight supplies of soybeans and certain related products, a condition that will prevail until the 1973 crops are harvested. After considering domestic requirements, it was determined that about 33 million bushels of soybeans would be available for export, representing 50 percent of outstanding contracts, and 732,000 short tons of soybean oil-cake and meal, or 40 percent of reported unshipped contracts.

The original embargo to dampen inflation was put into effect two weeks after President Nixon announced a nationwide price freeze.

Secretary of Agriculture Earl Butz and John T. Dunlop, Director of the Cost of Living Council, were present when Dent announced the original embargo.

The embargo, approved by Butz, was imposed under authority of the 1969 Export Administration Act.

Prime protein sources

Soybeans and cottonseed are considered prime sources of protein feed for cattle and other animals; there are also many secondary uses of these two commodities.

The action was taken as a result of reports received by the Commerce Department in response to an order issued June 13 requiring exporters to submit a report on anticipated exports of soybeans and cottonseeds and their products and various grains. The reporting system had been announced by President Nixon to provide for the first time precise information on the amount of exports that had been committed.

In announcing the embargo, Secretary Dent said that the information received "showed that higher than expected levels of exports were planned in the months immediately ahead in soybean commodities.

"It showed," he added, "exports of soybeans running six percent above previous estimates and exports of soybean meal running 27 percent ahead of previous estimates. Domestic prices have increased rapidly. In mid-June, prices for soybeans were traded at about $11 per bushel, up 65 percent from the April level and more than 200 percent above a year earlier. Prices for soybean meal by

mid-June had climbed to $400 per ton at Decatur, Ill., up 90 percent cent from the April level, and 328 percent above that of June, 1972. A similar situation exists for cottonseeds."

"These controls have been imposed," he said, "because of the extremely tight supply situation in these commodities until the present soybean crop is harvested. Whether controls will be necessary after that time will depend on the amount of the harvest, the level of export demand, and the level of prices in the United States.

"If there is any substantial increase in export demand for corn, which could be the case as a result of the controls being imposed today, it may be necessary to control corn exports."

Dent pointed out that the Administration has asked Congress for broader authority in the Export Administration Act "so as to permit the President to impose export controls in order to curtail serious inflation in domestic prices.

Authority limited

"Even though the President's authority as contained in the existing Export Administration Act is severely limited," he added, "the present situation in soybeans and cottonseeds is such that the tests of the Act are met. However, because of the limitations in the present Act, the President may not be able in the future to impose controls to curtail serious domestic inflation."

He emphasized that the embargo "underlines the urgency of the Administration's request for new authority."

It was anticipated that exports of soybeans, cottonseeds, wheat, and other feed grains might increase sharply during the freeze in the absence of any control since world prices might continue to rise during the period when U.S. prices were frozen, and sellers would seek the higher prices abroad.

Secretary Butz said in a letter to Dent that he had determined that the supply of the affected commodities "is not adequate to meet the requirements of the domestic economy until new crop soybeans become available," which will be about September 1.

Butz said: "You have read in the newspapers of the liquidation of breeding animals, or destruction of newly-hatched chicks, which is taking place because of the prospective unprofitable situation in production of broilers, and further down the road, of eggs. . . . There is evidence that the percentage in the slaughter run of hogs, of heavy gilts, has increased the last 10 days to two weeks.

Marketing sows

"There is some evidence that the marketing of piggy sows is increasing, although this has not become alarming. But the fact that the proportion of heavy gilts has increased indicates that farmers are now marketing for slaughter gilts that they had intended to hold back for breeding purposes.

"The movement of cattle into feed lots in April and May was down substantially from the same figures a year ago. Those calves are still here. They are on the range. They will come later to market.

"The feeding period will be extended. The efficiency of the production of meat will be cut somewhat. But all of this impelled us to take prompt and what I describe as drastic action. I will not sit idly by as Secretary of Agriculture and see our domestic livestock and dairy and poultry industry imperiled, for we are a nation that is a high consuming population of animal protein and we want to keep it that way. This action therefore was taken primarily for that purpose."

Exports to Russia

Asked what effect the embargo would have on agreements involving exports to Russia, Butz replied: "The Russians are not heavy purchasers of American soybeans."

He pointed out that soybeans and corn are in absolutely inelastic supply until the new crop of soybeans comes to market in September and the new corn crop in October.

"All we are doing," he said, "is reallocating supplies in a different way than they would have been allocated in the absence of controls."

Dunlop recalled that two weeks before President Nixon had said "he was ordering us to put the American consumer first.

"The decision announced tonight," he added, "is a necessary step to protect and put first the dinner table of the American consumer. If we are to preserve the prices of meat, chicken, and other products in this country it is necessary from now until at least the first of September or October to restrict these exports in order to maintain and put first, as the President has directed, the American dinner table.

"The action we are taking here," Butz commented, "is also to protect the American livestock farmer, for he is imperiled by this situation, and very few soybeans are in farmers' hands. I don't know anybody in this country that thinks a price of $10.85 a bushel for soybeans is a fair price. It is a very, very high, unreasonable price.

Quickly to Phase 4

"The job now is to get into Phase Four as quickly as possible."

He pointed out that the demand abroad for soybeans "is a very strong demand, and with a limited supply they would have continued to bid this (the soybean price) to an even higher figure and further imperiled our domestic breeding population."

Questioned about the effect of the embargo on the U.S. balance of payments, Butz said that the effect would be relatively small. He suggested that the action might cut back soybean exports by about 30

million bushels, which at the high price prevailing would amount to some $300 million.

However, Butz held out hope for an improvement in supply of major farm products when the 1973 crop comes in.

"We are going to have," he said, "the most massive increase in production in 1973, given average weather, that any nation has ever experienced. The wheat crop is virtually made. We don't have a firm hold on the spring wheat crop, which is about one-fourth of our total wheat production. But it now looks like our wheat crop this year will be a record 1,770 million bushels, up 220 million bushels from last year's record production. . . .

Acreage up

"Soybean acreage is up a bit more than we anticipated earlier, chiefly because of a late planting season and we had some cotton ground go to soybeans. We are shooting for a production of 1,550 million bushels of soybeans this year, up 270 million bushels from last year."

In removing the embargo, Commerce officials explained the new export controls system as follows:

The purpose of this system is to ensure adequate domestic supplies and reduce current domestic prices for the remainder of the crop year, while minimizing disruption of foreign contracts.

The Commerce Department has determined the need for licensing controls on the basis of its export reporting system, announced June 13, which required exporters to report anticipated shipments of specified agricultural commodities, and on the basis of subsequent review and verification of filed reports by Department of Agriculture specialists. The information received revealed extremely tight supplies of soybeans, cottonseed, and certain related products for the duration of their 1972-1973 crop years. While controls are not expected to continue after the fall harvest, the final decision will depend on the size of the harvest, level of export demand, and the level of prices in the United States.

Allocations established

In the case of soybeans, and soybean oil-cakes and meal, the Commerce Department has established allocation percentages for export licensing for the remainder of the 1972-1973 crop years. These percentages are consistent with available export supplies and domestic requirements. The export ceilings on the soybean commodities were determined by subtracting domestic supply requirements from available inventories covering the period June 13, 1973 to the end of the respective crop years. The resulting figures which represented supplies available for export, were then adjusted according to Department of Agriculture verifications to include shipments made between June 13, 1972, and June 27, 1973, when the embargo was applied. The adjusted figures yielded present available supplies for export during the remainder of the crop years of the respective commodities.

Anticipated sales

The anticipated sales abroad of soybeans and soybean oil-cake and meal substantially exceeded supplies actually available for export. Approximately 33 million bushels of soybeans were available for export after fulfillment of domestic requirements. These 33 million bushels represent 50 percent of the volume of outstanding contracts for the remainder of the crop year. For soybean oil-cake and meal, the quantity available for export has been set at 750,000 short tons, or 40 percent of the reported unshipped contracts. To stay within the allowable export volume, these percentages will be applied to each unfilled contract existing on June 13, 1973. Licenses for soybeans will expire on September 15 and those for oil-cake and meal expire on October 15.

Stocks on cottonseed and cottonseed oil-cake and meal were considered adequate to support exports anticipated for the remainder of the 1972 crop year. These commodities consequently will be licensed at 100% of the unshipped balances of the 1972-73 crop contracts in force as of June 13, 1973. In order to prevent export of all remaining stocks as substitutes for the soybean products under quota, the embargo on cottonseed, and its oil-cake and meal has been retained for any 1972-73 crop contracts entered into after June 13. Cottonseed licenses will be valid through August 15, and cottonseed oil-cake and meal licenses will be valid through October 15.

Related products

Related soybean and cottonseed oils were brought under the export reporting system as of June 28; to date stocks appear adequate to cover the estimated export demand. Although the embargo has been lifted, the reporting system remains in full force for these and all other commodity groups originally covered by the export reporting system. Movement in oils will be closely monitored.

Exporters who hold outstanding contracts accepted on or before June 13, 1973, and calling for delivery during this crop year, are eligible to file license applications to export the unshipped goods covered by the contracts. Applications for soybean, soybean oil-cake or meal licenses must be accompanied by a photostatic or certified copy of the sale contract and a sworn affidavit by the exporter as to the amount previously exported against the contract. The exporter must also file with his first application under the new system, a report detailing all of his unshipped contracts entered into on or before June 13.

These licenses are non-transferable and exports will be permitted only in complete or partial fulfill-

ment of the contract against which the license was issued. Accordingly, an exporter cannot ship against a license until he has obtained as affidavit from the foreign buyer that he will accept delivery of the quantity licensed for export under the contract. If the contract is cancelled, the license is automatically revoked and must be returned to the Office of Export Control for cancellation.

Interagency group

An interagency working group consisting of representatives from the Council on Economic Policy, the Council on International Economic Policy, the National Security Council, the Cost of Living Council, the Council of Economic Advisors, and the Departments of State, Commerce, and Agriculture developed the licensing system, and met with industry representatives in Washington on June 29.

After technical consultations with industry, it was decided to treat foreign affiliates of U.S. companies on an equal basis with foreign-owned buyers to avoid putting U.S. affiliates at a disadvantage when selling abroad.

The fall harvests are expected to provide sufficient supplies to meet both domestic and foreign requirements. The weekly reporting system will in any event enable the government to monitor anticipated future demand for deliveries of these commodities during the 1973-74 crop years.

The authority to license exports as a consequence of domestic shortage, serious inflation, and abnormal foreign demand is set forth in the Export Administration Act of 1969.

Even though the President's authority is severely limited by this legislation, the present situation in soybeans and cottonseed is such that the tests of the Act are met.

Shipbuilding Contracts Push Maritime To Record Year

Four new shipbuilding contracts valued at more than $650 million for construction of ten vessels, closed a record-setting fiscal year for the Maritime Administration.

Fiscal year contract awards now total nearly $1.3 billion, comprising 17 new ships and three conversions, according to Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs.

This represents the largest volume of shipbuilding awarded under the agency's construction subsidy program in any peacetime year.

- Two 265,000-ton tankers, the largest ever ordered in the United States, are to be built at Bethlehem Steel Corporation's Sparrows Point, Md., shipyard, under a contract signed with Bethlehem, Gulf Oil Corp., and the Maritime Administration.
- Four 89,700-ton tankers were ordered from National Steel and Shipbuilding Co. of San Diego, Calif.
- Another contract with a value of $309 million covers the construction of three 125,000-cubic meter liquefied natural gas carriers by Avondale Shipyards, Inc., of New Orleans.
- Seatrain Shipbuilding Corp. of Brooklyn, N.Y., will build another 225,000-ton tanker under a $70.6 million contract that was also signed.

Each of the mammoth ships to be constructed by Bethlehem will be able to carry more than two million barrels of crude oil at a time, according to Blackwell. He pointed out that, with this contract, Gulf becomes the first major American oil company to build ships in the U.S. under the Merchant Marine Act of 1970.

The contract price of each of the tankers is $81,459,200, of which the Maritime Administration will pay $33,436,250 in construction-differential subsidy and the cost of national defense features. The subsidy rate—representing the difference in cost between building the ships in the United States and constructing them in a low-cost foreign shipyard—is 40.93 percent.

Included in the contract is an addendum specifying various changes to the ships' design that will help minimize the possibility of oil pollution from their operation, Blackwell noted.

The changes call for installation of fixed tank-cleaning machinery, tanks for retaining oily wastes, and an oil-water separator to reduce oil contamination of discharged ballast water. In addition, they provide for improved vessel navigation through such means as engine-room telegraphs on bridge wings, remote-reading draft gauges, and a built-in communications system linking cargohandling and docking stations with the bridge.

The cost of these changes, included in the contract price, is $4,609,700 per ship. Blackwell said the subsidy portion would be $1,886,750.

Providing 6,400 man-years of work for Bethlehem shipyard employees and those in supplier industries, this contract follows by a year an order for three of these ships, which were designed by the yard.

"Because of the low-cost transportation oil carriers of this size offer, these vessels will play an important role in helping this nation to meet its expanding needs for imported oil economically," Blackwell said.

"They will, therefore, be a welcome addition to the American Merchant Marine," he added.

The vessels, scheduled for delivery in 1967 and 1977, will have the following characteristics:

Length, overall — 1,100 feet; beam — 178 feet; depth — 86 feet;

full load draft — 67 feet; service speed, 14 knots; crew, 26.

Total cost of the National Steel and Shipbuilding Co. contract for four more 87,700 deadweight ton tankers was nearly $113 million. Under previous contracts, National Steel is already building five tankers and combination ore-bulk-oil carriers at a total cost of $144.5 million, as well as three 38,300-ton tankers valued at $54.7 million.

National contract

Signed by National, Third Group, Inc., of Lake Success, N.Y., and the Maritime Administration, the latest National contract totals $112.8 million. Maritime will pay $41 million — 36.47 percent of the total price — in construction differential subsidy.

Upon completion, the ships will be chartered in the world tanker market for the carriage of petroleum in U.S. foreign trade, Blackwell said. Operating differential subsidy agreements, which will permit the vessels to compete with lower-cost foreign-flag ships, were signed at the same time.

Noting that the design of these tankers also incorporates pollution abatement features, Blackwell said "these ships are equipped with double bottoms that will help prevent loss of cargo oil into the sea should one of the vessels run aground."

Additionally, the vessels will have sufficient segregated ballast capacity so that ballast water will not have to be carried in cargo tanks except under exceptionally severe weather conditions. Because of this feature, ballast water discharges will be free of contaminating oil, Blackwell explained.

The vessels, which are scheduled for delivery during 1975 and 1976, will have the following characteristics:

Length, overall—892 feet, six inches; beam—105 feet, nine inches; depth—62 feet, six inches; full load draft, 47 feet, six inches; deadweight — 89,700 long tons; service speed, 16.5 knots; crew, 26.

The Avondale Shipyards contract provides for it to build vessels for El Paso Natural Gas Co., costing a total of $309,060,000, of which the government will pay $51,060,000, or 16.5 percent—the lowest subsidy rate achieved since the construction program was initiated in 1936.

Providing 12,000 man-years of work for Avondale employees and those employed by firms supplying components, the LNG carriers contracted for will be 932 feet long and 141 feet in beam—roughly the size of a 120,000-ton tanker.

Using the Conch free-standing tank LNG containment system, which will be fabricated by Kaiser Aluminum & Chemical Sales, Inc., at a new Gulf Coast plant, the ships will carry natural gas at a temperature of minus 259 degrees Fahrenheit, after being delivered in 1976 and 1977.

El Paso earlier this year ordered three LNG's from Newport News Shipbuilding and Dry Dock Co., of Newport News, Va.

The six vessels are part of a $1.7 billion, nine-ship project that El Paso has undertaken to transport natural gas from Algeria to the U.S. East Coast.

Moreover, Blackwell said Avondale plans to build a sectional building dock in which to construct these ships. This important modernization effort, estimated to cost $50 million, will provide Avondale employees with even more work.

Blackwell said he anticipates the award of more shipbuilding contracts in the next few months, as the agency's decade-long ship construction program continues to gather momentum.

Energy emphasis

The Commerce Department official stated that he expects the emphasis to remain on constructing "energy carriers—tankers, liquid natural gas carriers and combination ore-bulk-oil ships—to assist this nation by transporting the growing quantities of imported fuels it will require in the years ahead."

Blackwell also noted that June 30th marked another "event unique in the American maritime industry's peacetime history.

"Three merchant ship launchings occurred in different parts of the country on the same day. National Steel launched the first 38,300-ton tanker being built for Margate Shipping Co. Ingalls Shipbuilding, in Pascagoula, Miss., launched the containership *Austral Entente* for Farrell Lines, and Seatrain Shipbuilding Corp. christened the first of its 225,000-ton tankers, the *Brooklyn*.

"It is hard to imagine a better symbol of the emerging strength of the American shipping industry," Blackwell asserted. "When these ships, and their sisterships, enter service in the next few months, they will add new dimensions to the capabilities of the American Merchant Marine.

"They are graphic evidence of the effectiveness with which President Nixon's maritime program is upgrading the U.S.-flag fleet," he concluded.

Shipbuilding and conversion orders placed under the maritime program now total nearly $2.4 billion and cover the construction of 47 new ships as well as 16 conver-

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints — the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

sions of existing freighters into containerships.

These contracts will provide over 110,000 man-years of work for U.S. shipyard employees and those in related industries, as well as thousands of job opportunities for American seafarers.

Confectionery Shipments Near Estimated $2 Billion

Sweet toothed Americans pushed confectionery shipments to an estimated near $2 billion in 1972. This included 3,793,000,000 pounds of goodies of which 26 percent were candy bars.

The Commerce Department's Bureau of Competitive Assessment and Business Policy reported that estimated shipments by American confectionery manufacturers increased to a record $1,977,000,000 in 1972.

The value of shipments gained .1 percent, compared to the previous record high of $1,974,000,000 in 1971, while volume decreased slightly to 2 percent below the previous year's revised figure of 3,870,000,000 pounds.

Ingredients valued at $764 million were purchased by the U.S. confectionery industry to produce candy in 1972, the Bureau said in its 46th annual report "Confectionery Manufacturers' Sales and Distribution, 1972." The survey was financed by the National Confectioners Association with the assistance of the National Candy Wholesalers Association and Chocolate Manufacturers Association.

Per capita consumption, including domestic and imported confections, declined to 18.8 pounds, compared to 19.3 pounds as revised for 1971.

SWEET SUE — *Gum drops and jelly beans are just a sample of candy and confectionery goodies that are up in sales.*

Packaged goods

Shipments of packaged goods items continued to lead all other lines in 1972, totaling 1,414,000,000 pounds valued at $761 million. These items accounted for 37 percent of total poundage shipped and 38 percent of the total value of shipments. Candy bars were second, accounting for 26 percent of the total poundage shipments and 28 percent of the total value of the shipments.

In 1972, the largest percentage gains in volume sales occurred in packaged goods made to retail for $2 or more per pound, while the largest percentage gains in dollar value were again recorded in the $1 to $1.49 per pound category. Shipments reached 97 million pounds in the $2 or more category, 73 percent above 1971; value of shipments amounted to $65 million for packaged goods made to retail for $1 to $1.49 a pound, 62 percent above 1971.

Chocolate and nonchocolate confections represented 84 percent of total confectionery manufacturers' sales, totalling 3.2 billion pounds which are valued at $1.7 billion.

Manufacturers' shipments to wholesalers represented 37 percent of their business and direct sales to retailers 40 percent. The balance was shipped directly to consumers, to the government, and to export markets.

—Bureau of Competitive Assessment and Business Policy

New Directories Match Minority Professionals With U.S. Businessmen

Many businessmen giving thought to adding more minorities to their professional work force have had difficulty in locating minority college graduates trained in fields to meet their firm's needs.

Others would like to get the word out to minority citizens about job training opportunities, but are unable to reach them through regular recruiting channels.

Two directories published by the Department of Labor's Manpower Administration should solve both problems.

The college graduate directory lists minority graduates from U.S. institutions offering two-year certificates and bachelor, master and doctorate degrees.

The 214-page Directory for Reaching Minority Groups lists alphabetically by state and city the names and addresses of black colleges and universities, fraternities and sororities, federal, state and local government agencies, minority-oriented organizations, media and religious groups able to reach minority groups.

Both can be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. The "Directory of Minority College Graduates 1971-1972 (stock number 2900-0159) sells for $8 at the GPO bookstore. The "Directory for Reaching Minority Groups" (stock number 2906-0005) is available for $2.60 at the GPO bookstore.—*OMBE*

Solid Substantial Growth Rate Seen For Construction Industry

Renewal of existing structures, wide-spread high incomes, the growing need for improvements in transportation and the need for new construction techniques to cut energy consumption all indicate a solid and substantial rate of growth for the nation's construction industry in the immediate future, according to Secretary Dent.

The Commerce Secretary, addressing the fourth annual convention of the National Association of Minority Contractors in Chicago recently, assured the group that the government is keeping close watch on problems spawned by the current economic boom including rising lumber costs and concern over the fuel shortages.

In discussing the benefits, problems and challenges of the American economy, Dent told the contractors that it is apparent that America has yet to meet the challenge of minority group participation in the economy.

Secretary Dent noted that an essential part of the program of Commerce's Office of Minority Business Enterprise has been the funding of 17 Construction Contractors Assistance Centers across the country to provide assistance in obtaining financing and technical help and to identify opportunities for minority contractors.

"The Centers program has been OMBE's most successful in terms of business dollars generated for minority-owned companies," he stated.

In the first three quarters of fiscal 1973, these organizations serviced 675 clients: 163 of these obtained financing totaling $8.5 million; and 293 contracts were obtained totaling $63.5 million.

Secretary Dent said that in view of this performance, OMBE is interested in expanding this program in order to multiply its effect even further.

The Commerce Secretary was the keynote speaker at the three-day meeting which had as its theme "Move 73" (Minority Opportunity in a Viable Economy). It was hosted by the United Builders Association of Chicago.

Paul King, executive director of United Builders, said the convention brought together government officials, mortgage bankers, developers, housing specialists, industrial leaders and NAMC members from throughout the nation.

Workshop sessions dealt with technical assistance for minority builders, construction costs and productivity, construction management, government economic policies affecting construction, and careers in construction.

Minority contractors

The National Association of Minority Contractors was organized in response to a minimal participation of minority contractors in national construction. At a meeting in July 1969, some 300 minority contractors gathered in San Francisco to form a national organization that would help minority contractors to enter the mainstream of the construction industry.

Today, there are more than 1,500 active NAMC members throughout the U.S. Ray Dones of Oakland, is president.

As part of its educational effort, NAMC initiated a program called Job Opportunities in the Business Sector. Prior to its recent convention, it announced that the Department of Labor had extended its contract with NAMC in support of this program.

According to an NAACP minority builder census conducted two years ago the lack of skilled manpower is the greatest problem faced by minority contractors. Under its $175,000 contract with the Labor Department, NAMC's JOBS program provides on-the-job training coupled with extensive supportive services such as remedial and basic education, transportation and other services.

Seminar To Assess Transport Technology

A conference to assess current technology in intermodal transportation, dealing with container labelling and identification systems, has been scheduled for July 10 by the Maritime Administration.

Conventional and "machine-readable" marking systems will be discussed at the upcoming seminar in the Department of Commerce Auditorium, according to Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs.

"The goal of this conference," said Blackwell, "is to insure that all parties to the movement of intermodal containers are aware of the potential of these systems to improve the routing and control of containers.

"With the U.S. investment in containerization now totalling $7.5 billion, it is imperative that containers be moved as expeditiously as possible to reduce handling and storage costs," he explained.

The conference will bring together intermodal carriers, container leasing firms, terminal operators, port authorities, and government officials.

Calendar For Businessmen

July 26—Duluth, Minn.—Business Opportunity Federal Procurement Conference, sponsored by U.S. Rep. John A. Blatnik and U.S. Rep. David R. Obey.

Aug. 5-11 — Lincoln, Nebraska — National Rural Development Leaders School, Nebraska Center for Continuing Education, University of Nebraska. For reservations, 202,447-2573.

SCIENCE & TECHNOLOGY REPORT

- **Ottawa meeting approves extension of fishing agreement**
- **Energy conservation workshop aids state officials**
- **Patents of special interest**

Gulf Stream Flow Seen A Power Source

Harnessing the flow of the Gulf Stream to provide electricity may be a feasible and economic means of improving the nation's energy picture. At least that is an idea proposed by three marine scientists who see it as a fuel-free, nonpolluting source of power.

The scientists, two of them from Commerce's National Oceanic and Atmospheric Administration, suggest using the energy of the northward-flowing Gulf Stream to spin generators in systems the scientists liken to "underwater windmills."

Dr. Harris B. Stewart, Jr., director of the Miami-based Atlantic Oceanographic and Meteorological Laboratories of NOAA's Boulder, Colo.-headquartered Environmental Research Laboratories; Dr. John R. Apel, a physicist with the same laboratory; and Dr. William S. von Arx of Woods Hole Oceanographic Institution, Woods Hole, Mass., propose that specialists in marine engineering, power engineering, and related fields get together to consider the economic and engineering feasibility of harnessing the Gulf Stream.

"The Florida Current, a major component of the Gulf Stream," says Apel, "carries more than 50 times the total flow of all the fresh water rivers of the world right past Miami's front door. The average velocity in the zone between Florida and Bimini is two miles per hour, but near the surface, the speed sometimes exceeds 5.5 miles per hour."

Extracting energy

Apel says calculations show that water flowing in the upper layers of the Florida Current could produce about 0.8 kilowatt of power per square meter of cross section of the stream if this energy could be extracted. This is more than ten times the average energy per square meter of solar cells available from sunlight in the south Florida area. The total energy of motion of the current could thus produce about 25,000 megawatts—the output of 25 of the largest power plants built by man—if all the energy could be harnessed.

However, the scientists propose studies of extraction of only about 4 percent of the total available energy—about 1,000 megawatts, the output of a single large nuclear station.

"Significantly larger amounts continuously taken out might seriously alter the Gulf Stream flow patterns and disrupt climatic conditions to the north and east," says Apel.

The "windmills" suggested by the scientists would be large, slow turbines which resemble windmills in that they have a relatively small number of slanted blades arranged

circularly around a central shaft—as contrasted with a high-pressure steam turbine which sometimes has hundreds of blades. For 1,000 megawatts' generating capacity, the scientists suggest that about 200 of the turbines could be arrayed across part of the channel between Florida and Bimini at depths between about 100 and 400 feet.

The turbines would be enclosed in housing, one end open toward the current. Each turbine would have its own generator, and cables anchoring the turbine-generators to the ocean floor would also carry the power generated to a master cable on the bottom. The entire array would be in a line about 12 miles long and perpendicular to the current.

Velocity profiles

Current velocity profiles of the Florida Current show, says Apel, that the maximum velocity occurs in the upper 400 feet thus dictating the vertical emplacement of the turbines in this range. At the same time, the machines would have to be below wave action and ships plying the channel.

Apel concedes that because of the relatively low energy density in the Gulf Stream, despite its large total energy, the costs of the turbines might be very high.

"Engineering and economic feasibility have not been proved," he points out, "but the energy available is large enough to be more than casually interesting."

The scientists suggest that electricity produced—if not used directly in the Miami area—could be used to dissociate water into its component hydrogen and oxygen. These products could then be cooled and liquified for shipment to conventional power plants where they could be burned to produce power. Since the product of this combustion would be pure water, there would be no pollution. Alternately, space-age fuel cells could convert the hydrogen to electrical power.

The appeal of the scheme, says Apel, lies in the fact that pollution, the difficulty of finding suitable sites for conventional power plants, and growing shortages of fuel force man to seek more expensive, but fuel-free and non-polluting sources of power. Further, he adds, the Gulf Stream-produced power would be available on a continuous, 24-hour-a-day, 365-days-a-year, basis.

—NOAA

Ottawa Meeting Approves Extension Of Bilateral Fishing Agreements

U.S. and Canadian representatives recently agreed in Ottawa to recommend that their governments extend for one year the 1970 reciprocal Fisheries Agreement with a number of modifications. This agreement affects fishing privileges traditionally conducted by each country in the three- to 12-mile zone off the east and west coasts of both nations.

High on the agenda of the meetings were problems surrounding the Pacific salmon fisheries of the two countries, which have grown more serious in recent years. Unanimity of approach to the salmon question is hindered by the fact that the fish travel freely between the two countries. Thus, part of the catch of one nation may have originated in the rivers of the other.

Fishing privileges

Provisions incorporated in the 1970 Reciprocal Agreement recognized limited salmon fishing privileges by both countries. These earlier provisions, however, were modified in the new agreement to reduce salmon fishing privileges by both sides in the reciprocal fishing areas. Of major importance to the U.S. is that the Canadian spokesman in Ottawa rescinded a notice given at an earlier meeting on salmon interceptions—that Canada intended to take unilateral action with respect to extension of its net and troll fisheries off the west coast of Vancouver Island, in an effort to increase the Fraser River salmon harvest.

Major recommended modifications of the agreement include:

► A prohibition against salmon fishing by Canada in the U.S. contiguous fishery zone south of Carroll Island off the coast of Washington. Previous provisions permitted Canada to troll for salmon from Cape Flattery to the mouth of the Columbia River.

► Elimination of U.S. fishing for salmon off Vancouver Island, except in a small area at the entrance to the Strait of Juan de Fuca. Sportfishing, however, is not affected inside the three- to 12-mile zone off Vancouver Island, subject to Canadian fishing and licensing regulations.

► Regular consultations between appropriate fishery management authorities of the U.S. and Canada to regulate fisheries of mutual concern as conditions warrant, in the Strait of Juan de Fuca and northern Puget Sound.

► Coordination by the U.S. of open fishing days for chinook salmon fisheries and fall chum salmon fisheries in defined areas near Point Roberts, Wash., to coincide insofar as possible with Canadian seasons for parts of the Fraser River.

Limited tuna fisheries

Aside from salmon, the Canadian-U.S. principals agreed to add to the agreement fishing privileges for black cod (sablefish) in the Pacific reciprocal fishing areas of both countries. On the Atlantic coast, the modifications included provisions governing a limited Canadian fishery for tuna within the U.S. reciprocal areas, and regulation of the larger U.S. trawlers in areas off Canada where comparable

Canadian trawlers are prohibited from operating. Delegates also agreed that subsequent meetings between the U.S. and Canada on the broad problem of interception of Pacific salmon would be held this fall in Vancouver.

The U.S. delegation was led by Ambassador Donald L. McKernan, Coordinator of Ocean Affairs and Special Assistant for Fisheries and Wildlife, Department of State. Commerce's National Oceanic and Atmospheric Administration was represented by Acting Director Robert W. Schoning, National Marine Fisheries Service.

—NOAA

Indiana, Oklahoma Receive Weights, Measures Standards

Indiana and Oklahoma are the 38th and 39th States to receive a set of weights and measures standards from Commerce's National Bureau of Standards.

The standards are given to the States under a Bureau of Standards program to replace the weights and measures standards of all 50 States. Included in the $80,000, 95-piece set of instruments are standards in both the U.S. customary system and the metric system.

Many of the standards and instruments used by the States in weights and measures administration were provided by the Federal Government 100 years ago or more. The program aims to update and extend measurement competence throughout the nation as required by scinetific and technological advances.

Each new set includes standards of mass (weight), length, and volume and necessary laboratory instruments, including high-precision balances, all specially designed to meet State weights and measures requirements. The cost to the State includes calibration, installation and training of laboratory personnel.

—National Bureau of Standards

Energy Conservation Workshop Aids State Officials With Power Savers

Roughly 40 percent of the energy consumed in heating and air conditioning is wasted, says Dr. Richard W. Roberts, Director of Commerce's National Bureau of Standards (NBS).

Deficiencies in building practices identified by NBS have led to an annual waste of energy equivalent to about 456 million tons of coal or 65 billion gallons of oil or nine trillion cubic feet of natural gas, Dr. Roberts points out.

He made the observations recently at an emergency workshop on energy conservation in buildings attended by construction industry representatives, state and local government officials and government scientists at the Commerce Department. The workshop was sponsored jointly by the National Conference of States on Building Codes and Standards and the National Bureau of Standards.

The workshop endeavored to assist state and local government officials develop techniques to reduce energy consumption in their buildings in the light of promised massive power blackouts and brownouts this summer. To set an example for the nation, the Federal Government's General Services Administration has already ordered cutbacks on power use in its own buildings and is ordering other government departments to do likewise this summer.

Dr. Jack E. Snell of NBS' Building Environment Division, underlined the seriousness of the problem by citing NBS findings that about a third of the nation's energy is used in buildings and that more than 80 percent of this energy is used in heating and air conditioning. The waste of 40 percent of the heating and air conditioning energy is caused by building design, construction practices, and uses to which buildings are put.

The problem was approached by the workshop on three levels: (1) what can be done with existing buildings with no renovation monies; (2) what can be done with existing buildings with enough money expenditure to be justifiable considering life cycle benefits; and (3) what can be done in new buildings?

Currently, the National Bureau of Standards' Center for Building Technology has 15 major projects bearing on energy conservation. One major effort this year will be to investigate the application of solar energy to residences using commercially-available components incorporated into a modular constructed house.

An Office of Emergency Preparedness estimate cited at the workshop by Dr. Kenneth Lay, Deputy Under Secretary of Interior (Energy) reveals that by 1980 the United States could save about a third of the energy consumed by employing conservation practices.

WORKSHOP PARTICIPANTS — *Representatives from industry and state and local governments heard government scientists tell how energy conservation methods could be employed within buildings at a recent emergency energy workshop at the Department of Commerce.*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Treatment of polluted air along auto traffic arteries. Method and apparatus for collecting polluted air along crowded automobile thoroughfares channeling the polluted air through unused but controlled portions of existing storm sewers used as air passageways, together with apparatus for scrubbing, washing and filtering the collected air in area air treatment plants and recirculating the purified air back to sidewalk areas along the streets affected by heavy auto traffic and air pollution. Patent 3,731,459 issued to Chester L. Foster, 404 Nelray, Austin, Texas.

Gas and liquid separator. A separator is provided for separating the liquid and gaseous components of a fluid stream. The separator is comprised of a cylindrical tank, a fluid stream inlet pipe for radially introducing the fluid stream into the cylindrical tank and a baffle mounted within the cylindrical tank for changing the flow path of the radially introduced fluid stream to strike the interior wall surface of the cylindrical tank whereby the fluid stream flows around the interior wall surface. The liquid and gaseous components of the fluid stream therefore become separated and are removed from the cylindrical tank through separate gas and liquid outlet channels. Patent 3,731,467 issued to Irving C. Jennings, c/o the Nash Engineering Co., South Norwalk, Connecticut.

Agricultural leaf picking machine. Tobacco priming machine which is especially adapted for mounting on a self-propelled tobacco harvester. The tobacco priming heads operate in pairs so that the tobacco plant enters between a pair of heads; and the heads are tilted with rearward-moving spaced knives between the heads so that the relative speed of any one rearward-moving knife and the tobacco stalk is zero but so that the knives move upwards on the stalk as the heads move past it. The conveyors are mounted to carry the tobacco leaves to the rear of the machine where an air-blast delays their free fall off the end of the conveyor into a chute sufficiently so that the heavy, butt-end of each leaf turns downward and so that all leaves falling through the chute and into a bin are oriented in the same stem-first direction. Patent 3,731,475 issued to John Balthes, Port Burwell, Ontario, Canada, and assigned to Balthes Farm Equipment Manufacturing Limited, Tillsonburg, Ontario, Canada.

Modular heat pump. A heat pump assembly including multiple modular heat exchange units associated with a single refrigerant compressor motor unit with each heat exchange module including two heat exchange units which are alternatively and selectively employed as an evaporate heat exchange unit or a condenser heat exchange unit. One heat exchange unit in each module being associated with an ambient air circulating fan for use of the air as a heat exchange medium and the other heat exchange unit in each module associated with a liquid circulating pump system so that the liquid is used as a heat exchange medium. Patent 3,731,497 issued to James O. Ewing, P.O. Box 6037, Nashville, Tenn.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,600 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C., 20402.

Science Calendar

July 17-19 — Seattle, Wash. — Conference on "The Oceans and National Economic Development." Sponsored by National Oceanic and Atmospheric Administration.

July 22-27—Minneapolis, Minn.— National Conference on Weights and Measures. Radisson Hotel. Sponsored by National Bureau of Standards. Contact: Executive Secretary, NBS, Washington, D.C. 20234.

August 14-16—Gaithersburg, Md. —National Bureau of Standards. Defects & Defect Clusters in B.C.C. Metals and their Alloys. Sponsored by American Institute of Metallurgical Engineers and NBS.

August 22-24 — Newark, N.J. — Newark College of Engineering. 4th annual Product Liability Prevention Conference. Contact: PLP-73 Chairman, Newark College of Engineering, 323 High St., Newark, 07102.

Sept. 11-13 — Washington, D.C. — Commerce Department. Impact and Utility of International Standards Institute. Contact: ANSI, 1430 Broadway, NYC.

Oct. 18-20—Denver, Colo.—Denver Hilton Hotel. 28th Midwest Quality Control Conference. Sponsored by: Midwest Conference Board, ASQC Denver Section. Contact: Jerry L. Whitson, 2660 Atchison, Aurora, Colo., 80010.

Oct. 25-26—Milwaukee, Wis.—Marc Plaza Hotel. 1973 Fall Conference of American Society for Quality Control Chemical Division. Contact: E. L. Schaut, 2401 Taylor Avenue, Racine, Wis.

Oct. 29-Nov. 2—Gaithersburg, Md. National Bureau of Standards. 6th Materials Research Symposium. Sponsored by NBS. Contact: Paul Cali, 921-3479.

INTERNATIONAL COMMERCE REPORT

- U.S. executives explore Czech market
- First Commerce-sponsored show attracts Soviet buyers
- U.S. improves position in Malaysia trade
- Resurgent economy spurs Irish imports
- UNDP names more nations eligible for assistance

Avionics, Instruments Led In Paris Sales

Avionics and airborne instrumentation were the best-selling items at the U.S. Pavilion in the recent Paris Air Show, according to final exhibitor totals now assembled by the Commerce Department specialists who managed the pavilion.

Overall the 75 exhibiting companies at the May 24-June 3 event reported almost $2.5 million in off-the-floor sales and expect an additional $55 million in show-related sales during the coming year.

Products of six different categories were displayed in the U.S. Pavilion. The avionics and airborne instrumentation category clearly dominated the statistics: its 25 exhibitors had more than half of both the off-the-floor and projected sales.

The 14 exhibitors of airport and ground support equipment reported $19 million in prospective sales, indicating a continuation of the strong interest shown in these items at the 1971 Show.

The 21 exhibitors of aircraft and aerospace components expect almost $6 million in sales to result from their participation, while the six firms which displayed metals and materials for the aerospace industry project a little under $2 million in show-related business. The other categories were engines and aircraft accessories.

Paris Shows Way

During the 1971 Paris Air Show, executives of the U.S. firm AVCO Corp. and the French concern Marcel Dassault held a series of meetings in the restaurant of the U.S. Pavilion which resulted in a contract for AVCO to supply the engines for the Falcon 30 aircraft. At the 1973 show, the first production model of the Falcon 30 was introduced.

All of which reemphasizes the prominent role the Paris Air Show plays in the aviation field: today's aerospace headlines were conceived at the last Paris Show.

Newcomers prospered

Forty-two of the exhibitors were new to the French market, and they obtained 1,420, or 60 percent, of the 2,349 sales leads generated from among the 3,500 business visitors to the U.S. Pavilion. They also accounted for 40 percent of projected sales, with a total of $22.3 million.

Twenty-six of the new-to-market firms were seeking export representation in France and other overseas markets; a total of 60 agreements were signed during the

WHAT MAKES IT GO—*B. Mitchell (right), marketing director for Fansteel Inc., explains his firm's new gas turbine components to prospective customers.*

REPEAT EXHIBITOR—*Allegheny Ludlum Industries participated for the third time in the U.S. Pavilion at Paris. Here, P. D. O. Hanrath, the firm's European director, and executive vice president R. P. Simmons (seated, right), discuss steel and alloy materials with potential buyers in the business lounge.*

EUROPEAN PREMIERE—*Luigi Salce (center), engineering manager for Advance Manufacturing Co., briefs visiting businessmen on his firm's new bending rivet flaring machine, which was introduced to the European market at the Paris Air Show.*

SALES HUDDLE — *G. Inhofer, sales manager for REA International Ltd., (left) signs one of many sales contracts made by his firm at Paris Air Show.*

show and 113 others were under negotiation.

"Quality of business contacts was extremely high," said an ASC Systems vice president, whose new-to-market firm was negotiating with potential agents in Italy, Germany and Portugal.

"We would not have been able to meet all of the business customers without participating in this show," reported the sales manager of new-to-market T. W. Smith Co. "We accomplished in ten days what would have taken ten months of intensive effort and a huge cost to our company.

Near Eastern flair

Advance Manufacturing Co., also new-to-the-market, had a distinct Near Eastern flair to its results, expecting to sign agents in Greece, Israel and Turkey as a result of negotiations begun in Paris.

Aviatech International met with 100 prospective agents, signed three agreements during the show and expects to conclude 50 addi-

DRAMATIC SETTING—*Sparkling lights provided a picturesque background to spotlight trade discussions of AVCO Lycoming Stratford's LTS 101 gas turbine engine at the Paris Air Show. The 75 exhibitors expect sales of $57 million.*

tional agreements with agents throughout Europe during the coming year.

E-Systems Inc. reported $2 million in projected sales to contacts made during the show. Robert Smith, the new-to-market firm's president, said "We feel this was an extremely beneficial effort, since the Paris Air Show attracts a wide range of serious businessmen who can be handled on a most cost-effective basis through participation in the U.S. pavilion."

'Best support'

Puritan Equipment obtained 50 leads to potential agents, and expects to sign two in the immediate future. The company reported $200,000 in immediate sales and projected $1.5 million in follow-up sales. "The U.S. Pavilion was designed to best support the exhibitors' efforts," said a company vice president.

International Technical Products reported 60 firm sales leads which it expects to result in $1 million worth of business during the coming year. Company representatives met with 30 prospective agents, and expect to sign three agency agreements, as well as a licensing accord shortly.

An estimated 500,000 persons visited the Show, with half of them passing through the U.S. Pavilion.

BRIEFING IN THE ROUND—*Prior to the opening of the show, U.S. exhibitors were briefed in the U.S. International Pavilion's Restaurant/Lounge.*

PUT 'ER THERE—*Sen. Barry Goldwater greets F. P. Carr (left), President of Aviatech International, during tour of U.S. Pavilion. Rep. Barry Goldwater, Jr., is in center. The Senator was President Nixon's personal emissary to the show.*

MISSION MEMBERS—*The Korean Government trade and investment mission was led by Gwang Duck Lee, Director of the Bureau of Machinery Industry in the Ministry of Commerce and Industry, standing third from right. Seated are, from left, S. Stanley Katz, Acting Deputy Director of the Bureau of International Commerce; Choon Taik Chung, Minister of the Korean Embassy in Washington; and Marinus van Gessel, Deputy Assistant Secretary for International Commerce.*

South Korean Team Visit Could Spur U.S. Exports

A 25-member team of South Korean Government and business leaders recently visited the United States in an effort to stir up interest in U.S. exports to, and investments in, their country's burgeoning electronics industry. From all indications, their trip was well worthwhile.

The Korean team that visited the United States in June consisted of five government and twenty industry members. They were quick to point out the large volume of potential U.S. capital and component exports as well as the considerable investment prospects that the planned expansion of Korea's electronics industry would present to U.S. industry.

The Korean team, accompanied by T. Z. Corless of the U.S. Department of Commerce, held seminars in San Francisco, Chicago and New York to explain Korea's history, growth, plans, and economic incentives. More than 400 representatives of 127 U.S. companies attended these sessions.

The seminars included presentations by U.S. manufacturers presently operating in Korea—including one by a manufacturer who had left Korea in 1965 and was now planning to reactivate his plant—which were of particular interest to the U.S. audiences.

Specific results of the seminars to date include 32 U.S. companies that expressed a specific interest in Korean sales opportunities and production capabilities. Of these, four plan to visit Korea in July, and the balance at a later date.

The Government of South Korea is now implementing plans for a huge expansion in electronic production, exports and domestic consumption. Annual production of electronics for 1980 is planned at $4.7 billion, up from $600 million in 1973, and domestic consumption is projected at $3.4 billion. Electronic imports of $1.2 billion are planned.

Industrial estates at Gumi, Masan, Gurodong, Bupyong and Juan have been established with all utilities including power, rail, road, water and domestic and international air transportation in place. Korean industry is ready to build 730 manufacturing plants for the joint ventures and wholly-owned foreign-investment projects it hopes to attract. Plans call for 320 of these facilities to produce electronic equipment.

Equipment sales seen

Sales of U.S. tooling and machinery to equip the Korean electronics industry could amount to some $1.5 billion in capital goods over the next five years. Financing by U.S. banks and the Export-Import Bank is, at this time, feasible on a case by case basis.

Furnishing parts to be assembled from U.S. sources and associated technology could add an additional $1 billion to the U.S. balance of payments.

A heavy emphasis on electronics training will provide the skills and manpower needed to help Korea realize its 1980 goals.

Official data on all facets of the South Korean plan, including information on investment incentives in Korea, can be obtained from: In Kyun Lah, Director, Korea Electronics Industry Information Office, Room 2305, 1212 Avenue of the Americas, New York, N.Y. 10036, (212-765-7310).

U.S. Business Executives Forge Ties With Czechs

Principal officers of eight U.S. firms recently explored commercial opportunities in Prague and established contacts for long-term sales in the Czech market.

The U.S. executive-level mission, sponsored by Commerce's Bureau of East-West Trade and led by the Bureau's Deputy Director, John T. Connor, Jr., was a groundbreaker: Not only did participants comprise the first group of high-ranking U.S. corporate officials to visit the CSSR in recent years, but, in a departure from current Commerce trade mission practice, each corporate team was chosen to represent a different product area.

This arrangement made it possible to attract prominent corporate representatives, each of whom needed to remain in Prague for only two or three days of tailor-made appointments during the two-week period of the mission. Among the product areas represented were automotive vehicles; chemicals; electronic instrumentation; agricultural and certain types of construction equipment; specialized medical instruments; urban construction techniques; earthmoving equipment; and computerized control systems for the transportation and communications industries.

From large to small

Participating firms varied widely both in size and in the extent of their experience in Czechoslovakia. Although some were multinationals with sales figures in the billions, small and medium-sized firms were also represented. While most firms were new to the market, a number had received either specific expressions of interest from the Czechs or limited orders for their products. One firm had already signed a multi-million dollar licensing contract with Czech authorities. Yet representatives of this firm agreed with the others that the mission had opened new doors to them within the Czech Government — doors which would be of undisputed value in subsequent commercial relationships.

Before departure, the mission enjoyed the active support of the Czech Ambassador, Dr. Dusan Spacil, and his staff in Washington, and the Czech Commercial Counselor, Vladimir Novacek, in New York. Following arrival in Prague, the participants were greeted by officials of the CSSR Ministry of Foreign Trade, including Deputy Minister Ivan Peter and Joseph Keller, Deputy Director of the Capitalist Countries Department.

With help of the U.S. Embassy, other ministerial visits were arranged for individual firms. These included sessions with Deputy Minister Mucha and others of the Ministry of Industry responsible for chemical affairs, with the Deputy Minister of the Ministry of Metallurgy and Engineering responsible for the automotive industry, Frantisek Cihak, and with Deputy Minister Mrazek of the Ministry of Technology and Investment Development. Among topics of discussion on these occasions were Czech plans for a major expansion in chemical plant capacities, notably in the production of polymers, and new assembly lines projected for the production of 1100 to 1300 cc. model Skoda autos.

Construction speed up seen

Another area of economic development which several participating firms felt to be promising in terms of opportunities for U.S. sales of advanced technology and equipment is the Czech construction industry, which is currently under heavy pressure from other industrial sectors to modernize and to speed up operations. Notably in the construction of 10- to 13-story

BUSINESS TALKS—*In Kyun Lah (center), Director of the Korea Electronics Industry Information Office in New York, describes his country's potential to Paul E. Pauly (left), Assistant Director of the Commerce Department's Bureau of International Commerce, and Thomas Z. Corless, of the Bureau of Competitive Assessment and Business Policy.* *Story on facing page.*

apartment buildings and in the layout of superhighways through mountainous terrain — a north south artery is planned for completion by 1978 — major efforts have already been initiated under the present Five Year Plan.

At the National Enterprise for the Construction of Highways and Railways (Narodni 10, Prague 1), the Czechs referred to their special need for pile drivers for concrete bridge foundations and systems for tunnel and tunnel wall construction. At the same time attempts to sell the Czechs on novel types of construction equipment were most fruitful at the Advisory Board for Mechanization and Automation in Construction (Vaclavske nam. 55, Prague 1).

Additional opportunities

Other meetings produced evidence of Czech interest in U.S. products outside the sales lines of participating firms. For example, the Management of Agricultural Supplies and Purchases (Opletalova 4, Prague 1) is prepared to accept U.S.-bids on two large turnkey fodder plants and is looking for high-capacity steel silos; the Agricultural Machinery Division of the Federal Ministry of Metallurgy and Engineering (Na Frantisku 32, Prague 1) was interested in the latest vegetable harvesting equipment, notably for potatoes and spinach; and a visit to the Research Institute of Forest Economy at Zbraslav (near Prague) revealed considerable eagerness to obtain information about U.S. forestry equipment, particularly power chain saws, brush chippers and delimbing devices.

In general, mission members were impressed by the sophistication and diversified production capability of Czech industry — a characteristic more often implying substantial absorbtive capacity for American applied technology rather than competitive pressure for U.S. manufactures on world markets. Such impressions were confirmed by on-site inspections of two of Czechoslovakia's largest industrial installations, the petrochemical complex at Zaluzi and Skoda's auto works at Mlada Boleslav. At both of these installations U.S. involvement in enlargement and modernization programs is expected to grow in the near future.

Moreover, all mission members were struck by the current health of the Czech economy and by the country's comparatively light external debt load — factors which have faciliated the recent increase in the volume of Czech orders in the United States. Orders placed during the first five months of 1973 have been unofficially valued at more than $100 million, compared with a total U.S.-CSSR trade turnover of only $77 million in 1972.

At a time when U.S. exports to Czechoslovakia are still largely agricultural in character, ranking Czech officials expressed hope that the mission would stimulate an increase in the industrial commodity share of these exports. This desire seemed destined for fulfillment as several firms embarked on detailed discussions regarding export and subsequent licensing arrangements for specific pieces of machinery. In the case of at least one expensive item, one firm appeared close to persuading the Czechs to purchase a demonstration model.

The general mood of optimism was perhaps best summarized by the U.S. Ambassador in Prague, Albert Sherer, who took an active personal interest in the success of the mission: "All participants felt that the high-level contacts established as a result of the mission would greatly aid business development for their firms in Czechoslovakia." In the same context, the consensus among participants was that the U.S. Government presence throughout the mission—including the attendance of Commerce representatives at specific product presentations — was a distinct advantage in dealing with the politically-conscious and Government-oriented Czech purchasers.

Beyond the direct assistance provided to participating firms, it can also be said that in a larger sense the mission helped to maintain momentum in the development of U.S.-CSSR relations at a time when the prospects for a successful resolution of outstanding bilateral economic issues appear increasingly bright.

Companies participating in the mission, and the senior representative of each, were: Ford Motor Co., Overseas Business Planning Director John Banning; Union Carbide, Vice President George C. Wells; Tektronix, Inc., President Earl Wantland; Tenneco's J. I. Case Co., Vice President Robert Bronec; Medtronic, Inc., Senior Vice President Charles F. Cuddihy, Jr.; Shelley Systems, Inc., Chairman S. W. Shelley; International Harvester, Vice President Robert J. McMenamin; and ACI Systems, President W. H. Thompson.

The mission was organized by Edward Wilson and James Ellis of the Bureau of East-West Trade.

Prague Exhibit To Feature Blood Transfusion Items

HEMATOLOGIE '73, a specialized exhibition of equipment and drugs used in hematology and blood transfusions, will be held in Prague from August 27 to 30, at the same time as the second meeting of the Euro-African Division of the International Society of Hematology. The exhibition is organized by the Czechoslovak J. E. Purkyne Medical Society and the Czechoslovak Society of Hematology, and is sponsored by the Czech and Slovak Ministries of Health and Education.

Interested U.S. companies may obtain further information by writing: "Made in Publicity," Opletalova 5, Prague, Czechoslovakia; Telex: Prague 011357. The cost of one square meter of exhibition space is approximately $25.

UP RIVER TO LOGGING SITE—*U.S. trade mission traveled by auto, boat, and truck to logging, sawmilling and loading sites. Above, group disembarks to visit a concession at East Kalimantan, Indonesia.*

Southeast Asia's Timber Industry Development Spurs Equipment Market

A concerted move to industrialize Southeast Asia's timber operations has brought a burgeoning market for U.S. equipment, members of a recent U.S. Logging, Forestry, Sawmilling and Wood Processing Trade Mission report.

The U.S. group rates sales prospects in the area from good to "almost limitless,"—because of Southeast Asia's vast reserves of tropical woods, and the global scarcity of wood and wood products.

Meeting with Government officials, loggers, and processors in Indonesia, the Philippines, Malaysia, and Singapore, the mission participants represented U.S. companies specializing in construction and maintenance products; forestry machinery such as log loading and tree harvesting equipment, wood chip storage and transportation equipment, logging trucks and stackers; and equipment for sawmills, dry kilns, and other timber processing facilities.

"Timing for our equipment couldn't be better," commented one mission member. And referring to the area's "fantastic potential," another member pointed out that in Indonesia and the Philippines "the concessions must develop processing plants" under new logging rules. He saw the keys to machinery sales as financing and technical expertise.

The mission's stay in Singapore, where most of the members were exhibitors in USAQUIP '73 (see *Commerce Today*, May 14, Page 38), preceded visits to Southeast Asia's major logging areas. Members found loggers and processors struggling to meet an unprecedented world demand for timber and wood products, and eager to re-equip for increased production.

As a result of the Mission, more than 30 agency or license agreements are under negotiation. Members believe prospective sales for the next 12 months will exceed $10 million. High points of the 2-week visit were the group's meetings with the Indonesian Minister of Agriculture and his Director General of Forestry, and a briefing by the executive board of the Philippine Chamber of Wood Industries.

Mission Director Charles Prindeville of the Commerce Department described the sawmills in the countries visited as ranging from highly sophisticated modern plants to some from the 19th century. Veneer and plywood mills are generally more modern, with production lines usually a mixture of Japanese and American equipment.

Woodworking equipment is sold through agents and local manufacturers' representatives. Logging and associated roadbuilding equipment is sold by a variety of manufacturers' sales offices working with local distributors. The larger manufacturers maintain service and training centers and regional parts depots as part of their sales effort. "Failure to insure parts availability can drive a supplier from the markets and has done so," Prindeville observed.

Facilities for warehousing and transport range from excellent in Malaysia to almost non-existent in some areas of Indonesia; also equipment and parts stocking is complicated in Indonesia and the Philippines by the absence of adequate bonded zones, and by high interest and internal transportation costs. The area of largest production (East Kalimantan) has only the beginnings of equipment-support facilities.

U.S. specifications are universally acceptable in the Philippines, and virtually so in Indonesia, says Prindeville; Malaysia and Singapore are more British oriented, particularly for electrical systems.

Members of the mission were: Sigourney Olney, Air Mac International Corp., Seattle; Theodore Arapoglou, Arpol Petroleum Co., New York; Mrs. Leone Mathis, Bell Industries Saw & Machine Division, Eugene, Ore.; Willard Bone, and Thomas Wenrich, Bone & Co., Portland, Ore.; Andrew Ferretti, Ferrex International, New York; Harvey Raasch, Maasaki Nakamoto, and Roy Booth, Koehring Co., Milwaukee; Floyd Case, Mill Conversion Contractors, Inc., Hillsboro, Ore.; Dick Blaker, PACCAR International, Bellevue, Wash.; Chuck Hamilton, Royal Industries, Inc., Tualatin, Ore.; and Harry Backeberg, Portland Wire & Iron Works, Portland, Ore.

Michigan Machinery, Component Makers See Sales In USSR, Poland

Michigan-made machinery is aiming to cut and weld its way into the industrial automation processes in Eastern Europe.

Thirteen firms from the State traveled to the Soviet Union and Poland earlier this year to assess the market for special machine tools and automation components and to meet with those responsible for purchasing the lines represented — such products as industrial machinery and hardware, welding apparatus, metal cutting tools, cylinders and valves.

Ten of the participating firms were asked to provide quotations; several, to send samples. After their discussions with officials of the foreign trade organizations and end users in both countries, they estimated resulting business in the first year at some $1.2 million and in the second year, at about $3.4 million. Eight of the firms represented were new to these markets.

The mission members talked with officials of the ZIL truck factory and a machinery grinding plant in Moscow, and Fiat Polski in Warsaw, among others. More U.S. machinery was observed in Poland than in the USSR. It was in Warsaw that the delegation saw older equipment manufactured by one of the mission firms still in use, and where a member was informed that his product had been specified for future projects requiring air valves.

The mission, sponsored by Michigan's Department of Commerce, was led by Charles H. Besterman who heads the State's Brussels office. Besterman has pointers for exporters interested in these markets:

"It is essential in dealing with both countries to be patient and to maintain a close follow-up. As hard currencies are in short supply, procurers will definitely 'shop' — particularly regarding terms of payment.

"Companies wanting to enter the markets should do so now as the major expansion will come two or three years hence, depending on the sector. This is particularly true of new equipment and components whose applications are not known and where an educational process is necessary.

"We may have to adapt our technology and design levels to their projected rates of development and need for simplification."

In the Soviet Union, says Besterman, automation and high-production machinery will be increasingly welcome, as USSR industry is becoming more cost conscious. There is a market for special broaching machines and special-purpose machine tools, he reports, and U.S. producers are in an excellent position. "Our technology is top-rated and Western-European competitors are heavily loaded—in many cases unable to promise better than 18-month delivery time." The tooling work seen was of high quality but sheet metal work, by U.S. standards, poor.

Smaller market

The Polish market is substantially smaller — and available dollars fewer. Nonetheless, the current availability of Eximbank credits should go a long way to facilitate the exportation of U.S. products to Poland. The Poles are most interested in production licenses, "buy-back" agreements, and product exchanges "to refit the automobile, truck, agricultural equipment and electronics industries among others." Their imports need to have a visible effect on export-oriented production that will enable Poland to earn more hard currency abroad, Director Besterman pointed out.

Robert H. Letzing, international trade specialist with the Michigan Department of Commerce, served as deputy director of the mission.

TOURING SOVIET DISPLAY — *Members of the spring Michigan trade mission visited the USSR Electrotechnical Industries Exhibit in Moscow.*

INTEREST AT THE TOP—*John Folmer (second from right) area sales manager for Bandag, Inc., demonstrates his firm's products to Soviet officials from the State Committee of Science and Technology during Autoservis '73 Show in Moscow.*

U.S. Auto Industry Firms Find Buyers At Moscow Show

About 350,000 Russians, including thousands of specially-invited officials of the USSR's Ministry of Auto Industry, attended the U.S. exhibit at AUTOSERVIS '73 in Moscow. The event marked the first Commerce-sponsored exhibition in the Soviet Union.

Forty-six U.S. manufacturers exhibited at the May 23-June 6 event in Sokolniki Park, displaying specialists ranging from engine diagnostic and front-end machines, through chemicals and automobile stereo systems, to parts warehousing.

The U.S. exhibitors reported combined floor sales and expected show related sales in the coming year of almost $9 million; they expect another $18.8 million in sales during the following two years. Five exhibitors also opened negotiations with potential export representatives during the show.

Some 25 other countries displayed their auto maintenance material under a geodesic dome originally brought to the USSR for the 1959 all-U.S. exhibit at which then-Vice President Nixon had his "Kitchen Debate" with Premier Khrushchev.

June 5 was American Day at AUTOSERVIS '73, and guests from the Department of Commerce included Steven Lazarus, Deputy Asst. Secretary of Commerce for East-West Trade.

Caracas Show To Feature Engineering, Geological Items

Venezuela's Ministry of Mines and Hydrocarbons will coordinate an exhibit of equipment for engineering/geological use Nov. 11-16. Foreign firms are invited to participate, especially those manufacturing equipment for location and identification of mineral resources, mineral extraction and transportation, identification and exploration of underground water resources, dam and harbor construction.

For further information on this Caracas show, write: Dr. Xavier M. Picard, Direccion de Geologia, Oficina 1918, Centro Simon Bolivar, Torre Norte, Caracas. Telex: Dr. Picard, MinMinas.

Argentine Exhibit Invites U.S. Firms

One of Argentina's largest industrial entities, Fabricaciones Militares, or FM, is sponsoring a major international industrial exposition in Buenos Aires from Nov. 1–Dec. 2. FM, a major Argentine State Enterprise, invites participation in this exhibition by U.S. firms active in a wide range of industrial fields.

Foreign exhibitors in the FM-sponsored exposition will be able to sell exhibited items in Argentina free of import duties and sales and other internal taxes according to an Argentine statute adopted in May. Prospective exhibitors can obtain data from: Primera Exposicion Internacional de Fabricaciones Militares, Comite Ejecutivo Carlos Pellegrini 739, 5° Piso Buenos Aires, Argentina. Telephones: 392-6195 or 392-6295.

Roving Japanese Book Fair To Tour 9 Cities

Japan's International Book Exhibit, designed to promote the sale of foreign books in Japan, will make the rounds of nine leading Japanese cities between December 1973 and July 1974.

Interested U.S. publishers can contact Nippon Express U.S.A., at either of four addresses: 42-02 11th St., Long Island City, N.Y. 11101 (212-392-8771); 5203 N. Rose St., Chicago, Ill. 60656 (312-992-0703); 448 Victory Ave., South San Francisco, Cal. 94080 (415-583-4480); or 13501 S. Main St., Los Angeles, Cal. 90061 (213-532-6300).

Worldwide Business Outlook

Move To Malaysia Continues, In Trade As Well As Investment

The United States has moved up in the past year to become Malaysia's third largest trading partner, having displaced Britain on the basis of 1972's 38 percent sales rise. Still larger exports of U.S. goods to Malaysia may be in store as a result of the latest currency realignments.

Arthur Reichenbach, Commercial Attache at the U.S. Embassy in Kuala Lumpur, anticipates an upswing in demand for U.S.-made machinery and equipment as well as intermediate goods through the rest of 1973. He also forecasts continued growth in U.S. investment, especially in manufacturing.

Malaysia enjoys a trade surplus and healthy foreign exchange reserves. Gross national product for 1972 at current prices grew by 6.1 percent, compared with 4.8 percent the previous year. Although exports had declined in absolute terms during the past two years, the Malaysian economy was able to generate its own momentum. With an anticipated increase in exports this year, GNP should readily increase by 8 to 9 percent.

Potential is evident

A 12 percent increase in industrial production was noted in 1972, compared with a 9 percent expansion in 1971. Manufacturing's share of GDP, from 11 percent in 1967, reached 15 percent in 1972. By international standards this may be considered low, but it is evidence of an area having rapid growth potential. Future growth would appear to lie with export-oriented industries rather than development of import-substitution industries (automobile assembly, electrical equipment and food processing), which seem to have peaked.

The United States is taking a leading role in industrial investment. A recent survey conducted by the Embassy reveals that American firms, subsidiaries and affiliates have a combined investment of $379.5 million. By industry, petroleum and mining lead with $197.8 million, manufacturing has $59.5 million, and other industries total $122 million. A rise in all segments of U.S. investment is foreseen, with manufacturing being a strong leader in coming years.

Electronics is the latest industry to take Malaysia by storm. Although at the end of 1971 there were no U.S. electronics firms producing in Malaysia, by early 1973 no less than 15 firms were already in production or had approval from the Malaysian Government for their projects.

The majority of these producers are export-oriented, and are leaders in their field: National Semiconductor, Litronix, ITT, Advanced Micro Devices, Hewlett-Packard, Motorola, Monsanto, Texas Instruments and Teledyne, to name a few. They are drawn to Malaysia by the attractive investment climate, stable government, low-cost labor and a developed infrastructure to support their industries.

All foreign investment in Malaysia is channeled through the Federal Industrial Development Authority, the government agency responsible for coordination and final approval of all projects. In the case of electronics, the conditions for a maximum of 10 years tax relief as an additional incentive, originally to end in January 1973, have now been extended until January 1974 in order to lure more manufacturers to the local scene.

Other areas of investment potential for export are the manufacture of textiles and garments, medical and scientific equipment, wood processing, watches and jewelry, auto-

INDUSTRIAL ESTATE AT TASEK—*The Malaysian Government is expanding this area to accommodate new industries. A number of firms are already located here.*

motive parts and food processing. The Government of Malaysia is keen to assist new investors in pioneer projects and labor-intensive, export-oriented industries.

Unemployment continues to be a problem in spite of the growth in manufacturing. Roughly 8 percent of the labor force is unemployed, 10 percent in urban and 6 percent in rural areas. In 1972 there was an increase in the number of new jobs, but with an expanding labor force, unemployment and underemployment continue to be a problem. The Government recently announced an additional two years of tax relief to new investors which locate their plants in less-developed areas where unemployment is critical.

Malaysia's budget for 1973 calls for expenditures 14 percent higher than in 1972. U.S. firms continue to have opportunities to bid on various tenders for communications facilities, airports, harbors, highway construction, power utilities, and military hardware. The reputation of American products is excellent in Malaysia, and the chance to bid on tenders is one area requiring greater penetration by U.S. suppliers.

Upturn of interest

The United States expanded its share of the Malaysian import market from 6.6 percent in 1971 to 8.8 percent in 1972. Improved economic conditions providing greater purchasing power, coupled with the U.S. dollar devaluations, will make U.S. goods more competitive and increasingly in demand this year. The Embassy's Commercial Section has already noted an upturn of interest in procuring U.S. goods which previously were considered non-competitive, such as steel sheet and cotton fabric.

In the field of consumer goods, it is too early to assess the effect of the devaluation, but the prices of U.S. consumer goods on the Malaysian market have not declined in comparison with those from countries with appreciating currencies. It suggests that the resulting cost reductions are not being passed on to consumers.

U.S. exporters should look particularly hard at the potential for intermediate goods, machinery and transport equipment. Specific items with sales potential are logging equipment; woodworking tools and equipment; heavy construction equipment, i.e., road graders, scrapers, and trucks; military hardware; automotive spare parts; cotton yard goods; and basic metalworking equipment.

The largest single deterrent to increased U.S. sales to Malaysia remains the high shipping rates from U.S. ports. However, there should be no increase in Malaysian tariff barriers on U.S. exports.

Malaysia would welcome greater U.S. involvement in its economic and commercial activities.

Money and credit continue to be readily available, the money supply rising by 10 percent in 1972 compared with 4.2 percent in 1971. The increase was due to greater public spending. Over the past two years the public sector has been the principal stimulus in the economy.

The official policy has been to make money more abundant and cheaper in order to stimulate private investment and trade. This policy should be maintained through 1973, giving the Malaysian marketplace high potential for the sale of American goods and services.

Resurgence Of Economic Growth Leads To Higher Irish Imports

Improving Irish economic conditions and a marked and continuing rise in Irish imports have favorable implications for American investment and exports.

The U.S. Embassy in Dublin expects the Irish economy to grow at a 4-5 percent rate this year, an improvement over the below-capacity rates of the last three years. Both industrial and agricultural output are up and tourism prospects look better. Exports and imports are booming, and the deficits on trade and current account are unlikely to change significantly or affect Ireland's comfortable reserve position.

Investment will rise

The Government predicts that investment will also rise noticeably faster in 1973 than in 1972. The Irish Department of Finance forecasts a growth rate for 1973 of slightly over 4 percent while the Economic and Social Research Institute predicts 5 percent.

Nevertheless, Ireland's main economic problems, inflation and unemployment, remain acute. Consumer prices were up 10 percent in February compared with the same period last year, largely as a result of increases in food costs, but also in import and export prices. Other contributing factors were the expansion of money, credit, and government expendi-

IRISH INDUSTRY — *Hamilton Tools, manufacturer of collators and presses, is located in Ireland's Mid-West region.*

tures, and wage increases which averaged 14.5 percent.

The Irish Government's ability to cope with inflation is limited because many of the causes are external and the Government is seeking to promote growth in order to cope with a 7-8 percent unemployment rate. A thoroughgoing incomes policy with tighter controls on both prices and wages may be the only way to protect Irish competitiveness.

The climate for American and other foreign investment is excellent. The Minister for Industry and Commerce of the new Coalition Government has stated that the Government will continue to encourage and support industrial development and will welcome external investment. An estimated 80 percent of Irish industrial development is being stimulated by foreign investment.

Favorable aspects of investment in Ireland include:

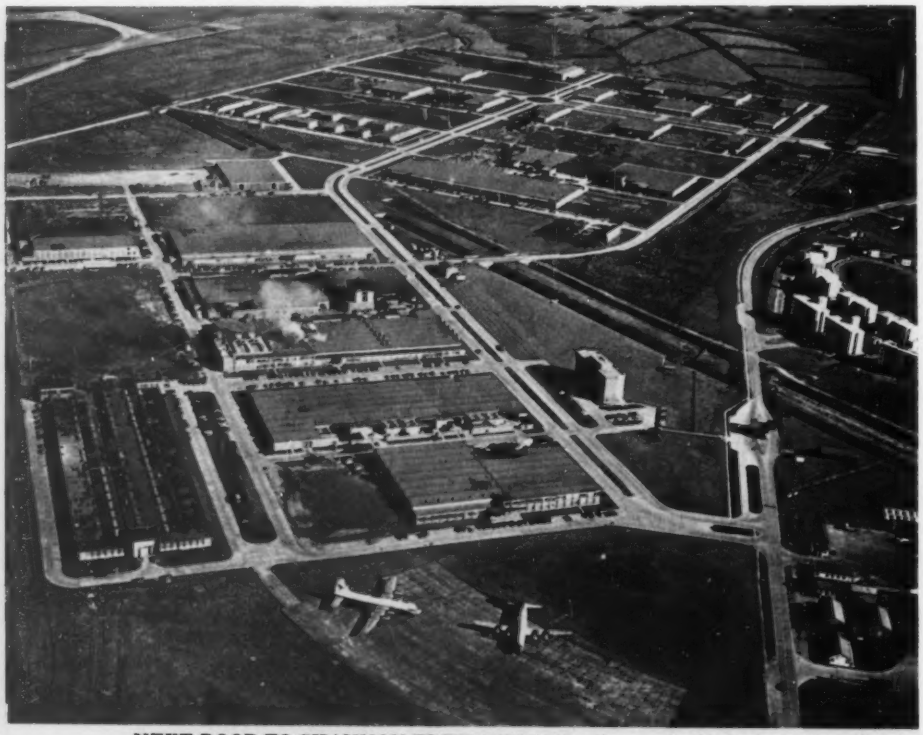
► Irish membership in the European Community, which will vastly increase the duty-free market available to goods produced in Ireland;

► the still relatively low level of Irish wage scales, which are less than half those in the United States and significantly lower than wage scales in most of the EEC countries, and;

► Irish inducements to investment, including grants toward the cost of fixed assets, which vary upwards with the degree of underdevelopment of the location of the investment, grants for training, research, etc., and 15 years complete exemption from taxes on export profits and partial exemption up to 1990.

Investment information

Legislation now pending in Congress, however, could reduce the value of some of these incentives. The Irish Industrial Development Authority, with offices in New York, Chicago and San Francisco, has full information on investment in Ireland.



NEXT DOOR TO SHANNON FREE AIRPORT—*Companies located at this industrial estate can move their products to buyers in overseas markets in a hurry.*

The Northern Ireland situation is not likely to significantly affect American investment in the Irish Republic unless violence spills over the border in a large way. However, if inflation of wages, prices, and unit wage costs continues at current rates much longer, Irish goods will eventually cease to be competitive in the EEC and other markets.

Significant increases

Continuing Irish efforts to stimulate investment and the resurgence of economic growth have already led to significant increases in imports of capital goods, raw and semifinished materials and consumer goods. As the economy expands and moves toward full capacity utilization and incomes rise, imports in all these categories will continue to expand.

Duties on capital and semifinished products are now at or near zero, but will rise gradually to about 7.5 percent during Ireland's five-year transition to the EEC's Common External Tariff, so markets in these products should be built now. High Irish tariffs on consumer goods will be phased out vis-a-vis EEC member countries, but at the same time, Ireland's transition to the EEC's Common External Tariff will lower barriers to American-made consumer goods.

U.S. producers should be in good position to supply new American industrial investments such as those being made or contemplated by Abbott Laboratories, Warner Lambert, Borg Warner, Du Pont, Smith, Kline and French, Welman, Economics Laboratory Inc., APCO, Merck, and Wyeth. The large inputs in the proposed 1973/74 Irish Public Capital Program, into housing ($190 million), educational buildings ($150 million), agriculture ($145 million), industry ($130 million) and electricity development ($85 million) should also provide significant export opportunities for American companies.

Currency Shifts Help U.S. Firms Sell In Burundi

Burundi remains heavily dependent on subsistence agriculture and the export of coffee. Its import market continues to be small and the traditional lines of trade with Europe are strong and not easily altered, but the U.S. Embassy in Bujumbura notes that the American competitive position has been greatly enhanced by the two devaluations of the dollar.

Burundi is a small, landlocked French-speaking country, lying in the central highlands of Africa at the crossroads between Central and East Africa. As in 1971, coffee accounted for almost 80 percent of export earnings in 1972, a year in which 19,500 tons were harvested. Almost all of it was arabica "other milds" and, as usual, the United States bought the largest part—more than 80 percent. With marketing restrictions removed, Burundi hopes to be able to export the bulk of the 1973 crop (which is expected to be larger than 1972's) at the peak of its freshness prior to September.

Although the commercial balance was in deficit, the balance of payments was positive in 1972, thanks largely to foreign aid receipts.

Coffee not affected

The monetary sector of Burundi's economy emerged from the widespread civil strife which occurred in 1972 in relatively good condition, largely because the coffee-growing areas in the north were not significantly affected. Exports were at an all-time high in 1972, contributing to additional liquidity in the monetized sector and permitting greater purchases of consumer goods while, at the same time, raising the problem of inflation in urban areas.

During recent years U.S. exports to Burundi have run between $1 and $1.5 million per year, or roughly 5 percent of Burundi's annual imports. In 1972 they amounted to $1.6 million. The largest export from the United States to Burundi continues to be used clothing (almost $400,000 annually for the last few years). Motors and spare parts have been second.

Local importers have exhibited increased interest in American products, and U.S. exports should take a greater share of the market this year despite the difficulty of overcoming traditional, Europe-oriented trade patterns. (In 1972 Europe supplied 65 percent of Burundi's imports, with the Common Market—which enjoys a 6 percent tariff preference — providing 56 percent. Japan accounted for 6.8 percent, mainly in textiles, light machinery goods, and galvanized roofing materials.)

Categories to consider

For American firms now considering entering the Burundi market, major import categories to consider would be textile goods, machines and tools, food, primary goods for industries, and automobiles and trucks. Also significant are used clothing, paper products, and cigarettes.

During 1973 the World Bank is considering financing improvement of a highway south along Lake Tanganyika. Other small public investment projects are anticipated and bid times will be watched and reported.

Potential private investors have in recent years tended to be put off by certain limitations including size of market, scarcity of skilled manpower, and lack of local capital. Efforts are being made to make Burundi more attractive to foreign investors, and present incentives include a liberal investment code and a large potential pool of inexpensive labor. An Investment Guarantee Agreement was signed between Burundi and the United States in 1969.

Although rocked by tribal strife last year, Burundi has had more than six years of stable government under Colonel Michel Micombero. Several thousand foreigners are resident in Bujumbura, and commercial and industrial activities are still largely in their hands.

A possible investment opportunity in 1973 may be a moderate-sized, first-class hotel. According to local sources, capital may be available in Burundi for a portion of the initial investment, and there is European interest. The management contract will, if possible, be given to a firm participating in the investment. At present the question of the hotel and of broader tourist development is being studied by the Brussels branch of an American firm of hotel and tourism consultants, whose report is scheduled to be submitted in the near future.

Burundi's economic potential, including its under-utilized industrial capacity, would be likely to be more fully realized by integration into a more active economic zone embracing either East Africa or the Republic of Zaire.

Looking for partners

Burundi applied for membership in the East African Community in 1967, but progress toward any form of meaningful membership has been painfully slow. A series of tripartite meetings among Burundi, Rwanda, and Zaire took place over a year ago, but the movement towards greater coordination appears to be still at an early stage.

As a single economy, Burundi will probably remain under the best of conditions of limited interest to American traders and investors.

As part of a greater regional economic union, it might well be more attractive as a market, as a source of labor at competitive terms and as a crossroads and link between the larger East African and Zaire markets.

'Best Buy' For Ethiopians Now Is Often A United States Product

With the second realignment of currencies in favor of U.S. price competitiveness, a marked improvement in Ethiopian export earnings and a dramatic increase in domestic savings, the Ethiopian market is becoming increasingly attractive to U.S. exporters. Nevertheless, in the face of keen competition from third country exporters, increased penetration will require a concerted and ongoing effort on the part of American suppliers in a limited market that is still in the early stages of economic development.

These are the new opportunities and challenges for U.S. suppliers in Ethiopia, according to U.S. Commercial Attache Walter E. Stadtler. The rest of Stadtler's report from the American Embassy in Addis Ababa follows.

Decided against devaluation

Shortly after the Feb. 12 decision to devalue the U.S. dollar, the Ethiopian Government decided against devaluation and announced a new exchange rate of U.S. $1.00 = Eth. $2.07, the previous rate being U.S. $1.00 = Eth. 2.30. This meant, in effect, that the Ethiopian dollar was worth 10 percent more for Ethiopians buying American goods. By contrast, its exchange rate vis-a-vis the German mark declined from Eth. $1.00 = DM 1.40 to Eth. $1.00 = DM 1.35. For the yen, the rate fell from Eth. $1.00=Y134 to Eth. $1.00=Y128.

Furthermore, largely thanks to continued strong coffee prices and an exceptionally favorable world market for hides and skins, Ethiopia's foreign exchange holdings rose by the end of April to U.S. $116 million, equivalent to about 6½ months imports at 1972 levels.

Moreover, reversing a two-year trend, Ethiopia's money supply rose by more than 10 percent to U.S. $197 million by the end of 1972. Savings and time deposits showed an even greater increase, rising by a record 23.6 percent to U.S. $115 million, most accounted for by savings. Thus, the favorable export performance is being reflected in increased domestic liquidity.

Newly competitive

As a result, many American products, whose quality was undisputed but whose price was previously as much as a third higher than similar goods coming from Europe or the Far East, have for the first time in recent memory become competitive in a market that is extremely price conscious.

As one example, an Ethiopian involved in the marketing of coffee recently told an Embassy officer that with the latest currency realignment, U.S. coffee processing equipment, in terms of quality and price, had become a best buy. On another recent occasion, a local importer of corrugated sheet steel who had come into the Embassy to obtain the names of U.S. suppliers mentioned that because of revaluation and increased costs the price of his regular (third country) supplier had risen by almost 75 percent.

Yet another importer of high-quality U.S. earthmoving equipment has calculated that in the past year and a half his products had gained a price advantage of 30 percent and were now able to sell at just about the same price, but with superior servicing, as his closest overseas competitor.

In fact, a wide variety of American goods will now cost the Ethiopian importer less than similar products from elsewhere. One of Ethiopia's largest importers of automobiles recently decided to resume importing U.S. compacts after a lapse of many years. The company has calculated that it can now undersell one of Ethiopia's most popular imports, a car it has been importing itself.

Increased U.S. export sales in Ethiopia, however, will require considerable effort, as foreign competitors can be expected to make every attempt to counteract America's new — and in many instances slender — price advantage.

It is of utmost importance to remember that:

► Ethiopian importers need quotations c.i.f. Ports of Arab, Massawa or Djibouti to accurately determine a product's competitiveness;

► a personal agent is indispensable;

► regular personal visits should be made to check on market conditions and to help local agents in regular sales; and

► prompt answers to inquiries and follow-up are prerequisites for continued sales.

Greatest promise

The greatest promise for American goods in the Ethiopian market in the near-term continues to be concentrated in those lines that have a high technological input, e.g. machinery, medical and scientific instruments and the like. Ethiopian buyers are beginning to show a willingness to pay a modest premium for goods of superior quality.

Trucks are a good case in point. The present market of upwards of 400 trucks per year has been dominated by Italian manufacturers. There is a market for perhaps as many as 200 U.S. trucks per year, but only if the U.S. manufacturer is ready to invest sufficiently in proper back-up and servicing facilities and embark on a longer-term market development strategy.

Other promising areas include telecommunications, airport development, agriculture, mining, and hydroelectric development as well as educational aids, office equipment and consumer goods.

In the field of telecommunica-

tions, the Ethiopian Government is planning to build an earth satellite station for which tenders will probably be issued towards the end of the year, and to expand gradually its microwave network over the next few years.

The Government also plans to expand its airports along the Historic Route (Bahr Dar, Gondar, Lalibela and Axum) and at Assab, which should generate substantial trade opportunities for U.S. suppliers. These airport improvements are expected to be IDA-funded.

In agriculture, both the Ethiopian Government and private sector are showing increasing interest in developing Ethiopia's vast untapped potential in crop and livestock production. Although agriculture accounts for 75 percent of Ethiopia's GNP, its systematic development is in the beginning stages. Increasing concentration on this sector will create greater sales opportunities not only for agricultural machinery, but for fertilizers, insecticides, canning and meat processing equipment.

LOADING COTTON BALES IN ETHIOPIA—*Higher exports are giving Ethiopians more purchasing power, and they're looking more closely at U.S. products.*

It's not too early

In mining, a number of petroleum and mineral surveys are under way and more are about to begin. Several concessions have been granted to American, Japanese, and Canadian companies. Although it is not yet possible to estimate the equipment requirements these surveys will create, it is not too early for manufacturers and exporters to submit product literature to the Ministry of Mines, P.O. Box 486, Addis Ababa.

In the field of hydroelectric development, the Ethiopian Government is now in the process of finalizing a study for a $70 million hydroelectric scheme to be constructed in the Wabe Shabelle River basin. In addition to machinery and services needed for the actual construction of the dam and generating plant, this project will create a need for electrical distribution and control equipment. Inquiries should be directed to the General Manager, National Water Resources Commission, P.O. Box 1008, Addis Ababa.

Efficient use of scarce trained manpower is essential to further development. Teaching aids will help upgrade Ethiopia's educational system. Technical and sales literature should be sent to the Ministry of Education and Fine Arts, P.O. Box 1367, Addis Ababa.

Similarly, in the office equipment field, the persistent shortage of trained office workers will create a need for calculators and other equipment to simplify office procedures.

New appreciation

As far as consumer goods are concerned, more and more urban consumers are coming to appreciate the durability and style of American-made clothing, particularly men's high quality outerwear and work clothes and American household linens.

The Ethiopian Government, however, will continue to be the country's largest single importer of goods and services. These imports, of which telecommunications is a prime example, are generally made on the basis of international tender. Here, as elsewhere, the most important consideration is price, but other important factors which might mitigate against a higher price are ease of maintenance, degree of technological sophistication (although Ethiopia does not want to be the first to use completely new technology) and the reputation of the company.

Another important factor

In addition to price and qualitiy considerations, however, it is of utmost importance to adhere scrupulously to the terms and conditions of the tender. One Government official recently commented that in those instances where American firms had a bid, it was apparent that most had not read the commercial terms or specifications, never sent full details, not replied to telegrams nor posted required bid bonds.

This last point is particularly important because as a general practice bid bonds are checked prior to the opening of bids. In cases where bonds are not at hand, bids are left unopened with a resultant waste of effort on the part of U.S. firms.

Ghana Overcomes Payments Bind, But Still Has A Long Way To Go

Ghana has overcome a severe balance of payments bind through a combination of retrenchment in imports, reduced debt servicing, and substantially better prices for cocoa and gold exports. However, in spite of a dramatically improved trade balance, swinging from heavy deficit in 1971 to a strong surplus in 1972, the U.S. Embassy in Accra doesn't foresee rapid economic expansion.

Foreign aid deliveries are declining, warehouse inventories are depleted, and an increased level of commercial imports compared with 1972 appears to be necessary in 1973 to keep the economy running at its current level, which provides for little or no near-term per capita GNP growth. Nevertheless, the longer-term economic growth potential for Ghana is substantial, given Ghana's capacity for increased agricultural production, its good infrastructure by West African standards, and the unusually high rate of literacy and professional training of its people.

May have to buy more

It may not be feasible for Ghana to keep imports at the same low level as in 1972, when they were cut back 11 percent in value from 1971 by resort to strict import licensing. Inventories are low in many key areas, from wheat to vehicle spare parts, and temporary spot shortages of various imported items are occurring.

At the same time, the 1973 import level will be limited by foreign exchange availability from export earnings, the extent of program and capital assistance from external donors, and the amount of foreign commercial financing available. Such financing is presently limited because of substantial arrearages in making foreign exchange available to pay for imports ordered under the old 180-day credit open general licensing system which was in effect before February 1972.

However, during the past year the Bank of Ghana has provided foreign exchange promptly for current imports and has built up foreign exchange reserves, and there may consequently be some easing in the availability of overseas commercial credit if Ghana continues to pay new obligations when they are due.

The competitive position of the United States vis-a-vis other suppliers, especially continental Europe and Japan, should also improve because of the realignments in exchange rates.

An unusually large proportion of Ghana's imports can and are quickly switched from one source to another depending on price and availability. This is particularly true of bulk commodities, such as wheat, rice, cotton, tallow and chemicals. In the case of spot shortages of critical imported goods urgent availability is sometimes a criterion which takes precedence over price.

Thus U.S. brokers or wholesalers who take the trouble to familiarize themselves with the Ghana market are in a position to provide quick telegraphic quotations for needed commodities so as to develop a continuing export business with Ghana.

Most shipments to Ghana continue to be on the basis of irrevocable confirmed letter of credit, since Ghana has so far moved very slowly in working off arrears on pre-February 1972 180-day credits. On the other hand, Ghana has performed very well in honoring short-term trade payments incurred since that cutoff point.

As the Government moves toward greater centralized control over the economy, Government is becoming relatively more important than private business as a potential customer. Private firms have no possibility of importing goods unless they can qualify for specific import licenses which the Government is persuaded are justified.

Especially for capital equipment sales, representatives of U.S. suppliers will want to maintain contact with Government Ministries and procurement agencies and parastatal organizations, such as the 100 percent government-owned Ghana Industrial Holding Company (GIHOC), Tema Food Complex Corporation, or Ghana National Trading Company (GNTC). In many cases, of course, such contact can be maintained by traditional private importers already well established in Ghana and familiar with the U.S. product line concerned.

Be persistent, patient

Big ticket sales of equipment to Government may take a long time to negotiate if the equipment is not needed urgently, so the persistent and patient firm stands the best chance. Fancy negotiations are somewhat out of fashion under the present Government, which shortly after coming to power repudiated and stopped payments on four major contracts (none with U.S. firms) on which work had been completed because they were alleged to have been tainted by corruption. Ghana has been stung many times in the past by suppliers (again, none from the United States as far as is known), and the Government consequently tends to be extremely careful about major new contracts.

Specific export opportunities are most likely to develop in the food preservation and handling field, in telecommunications, in agriculture and fishing, and in reconditioning or expanding existing industries. A recent $16.5 million IDA loan to improve the Ghana sugar industry is an example of a project where bids have been solicited for a wide range of equipment. This, however,

is the only major new investment project for which financing has materialized in the past year.

Ghana is preparing to sign and ratify the INTELSAT Agreements and serious plans are under way for the construction of an earth station to improve communications with the outside world. An Accra-Lome telecommunications link which would be financed in part by U.S.-AID is also receiving serious consideration.

The Tema Development Corporation, which has inherited a number of former Nkrumah projects (flour mill, fish cannery, etc.) and is attempting to rehabilitate them, presents a number of export opportunities for U.S. suppliers.

There has been renewed interest by Ghana Airways officials in purchasing one or two used U.S. long-range aircraft and an upgrading of the services of the Government-owned dry dock at Tema is being considered.

Possible sales

Management and consultant services by U.S. firms might also be salable where it can be shown they are likely to result in increased production and profitability to government-owned entities. However, there is currently a somewhat nationalistic aversion to using foreign expertise even if supplied gratis by donor countries and organizations, and the cost/benefit ratio would have to be clearly favorable beyond any possibility of controversy.

Ghana's trade policy continues to be largely nondiscriminatory. However, along with a number of other Commonwealth countries, Ghana will soon have to decide what special trade relationship, if any, it will have with the EEC. Consultations between the affected Commonwealth countries are already taking place and negotiations with the EEC will commence later this year.

The United States will be watching these negotiations closely since the EEC at least in the past has generally insisted on reverse trade preferences as a price for special access to the EEC. If reverse preferences were granted by Ghana, competitiveness of U.S. goods in Ghana would be reduced.

It seems abundantly clear that private foreign investment in almost every substantial new project must be on a joint venture basis; only a limited residual field of export oriented enterprises requiring complicated technology and foreign exchange outlays remain open to 100 percent foreign investment. The Ghanaian share of any joint venture will tend in most industries to vary inversely with the degree of foreign expertise required and the capital-intensiveness of the project. In projects considered economically strategic the Government will want to assume the Ghanaian share; in others, private Ghanaian participation may suffice.

Any U.S. investor will want to obtain terms in writing.

Many of these will be negotiable, and the Capital Investments Board of the Ghana Government has recently been given increased power to serve as a focal point for negotiating specific investment terms, including tax and other incentives. Clear understandings should be reached on "immigration quotas" (the number of foreigners that may be brought in to work on the project) and particularly on methods of remittance of hard currency payments for loan servicing, for remitting profits and dividends and for procuring necessary foreign inputs.

If the project is important and very attractive economically and financially to the Ghanaian authorities, it may be possible to provide for a hard currency account abroad fed by the company's export earnings.

Such arrangements, however, are very exceptional.

Areas which appear most attractive to U.S. investors are mineral resources (bauxite, diamonds and petroleum) and commercial fishing.

A VIEW OF ACCRA—*Ghanaians can probably look forward to substantial economic expansion in the long-term, but the country is growing slowly now.*

Kaiser Aluminum is a member of a consortium which is now performing feasibility studies on a project to establish a bauxite mine and construct an alumina plant. If this project proves feasible, it would complement the Kaiser/Reynolds aluminum smelter already in operation and could mean up to $200 million additional investment in Ghana.

An American firm

An American firm recently obtained rights to perform additional feasibility studies on a diamond concession located in the Birim/Akim area.

There still is considerable interest in oil exploration in Ghana and there is always the possibility that oil production will begin utilizing the one successful strike so far made.

One U.S. fishing firm has tuna transshipment facilities at Tema; another U.S. firm recently began the same operation, only in this instance using U.S. flag tuna boats based at Tema and operating through a Ghanaian agent. A joint Ghanaian, U.S. and Japanese tuna fishing venture should also be operating out of Tema shortly.

Jordan Presents Good Opportunities For Firms Ready To Develop Them

Business is active in Jordan, and the U.S. Embassy in Amman reports that imports may reach the $300 million level for the first time in 1973.

Jordan has experienced a substantial gain in overall economic and commercial activity in the past 12-18 months. Businessmen are optimistic about further growth, citing the government's promotion of economic development and complete internal stability as encouraging factors.

Restrictions removed

Syria's removal of border and airspace restrictions against Jordan six months ago also helped, though Aqaba is now firmly established as the country's main trade route to and from the outside world.

Failure of the 1972-73 winter rains is causing severe problems. The Government is scurrying to arrange grain imports and assure adequate water distribution for the summer and fall. The poor crop conditions will intensify already heavy pressures on the government budget, and will stimulate further price inflation—even now running at an 8-10 percent annual rate.

Grant budget support from the United States and Saudi Arabia underpins Jordan Government finances. Even so, the 1973 budget deficit is expected to run far above the government's original projection of $34 million before domestic borrowing. The currency remains strong, however, and official reserves substantial.

Most development aid donors have substantially increased their support since Jordan announced last fall its 1973-75 Development Plan, and the country is undertaking or about to begin an impressive array of capital works. Just how much of the substantial existing amount of private domestic savings will be channeled into productive development projects remains to be seen, since lower-risk commercial trading and Amman real estate speculation remain the favorite vehicles for local private investment.

The February devaluation of the dollar, the 20 percent penalty on goods imported other than via Aqaba, and a receptive attitude toward American products combine to make Jordan an attractive market for U.S. sales. If prices are competitive, Jordanians will buy American.

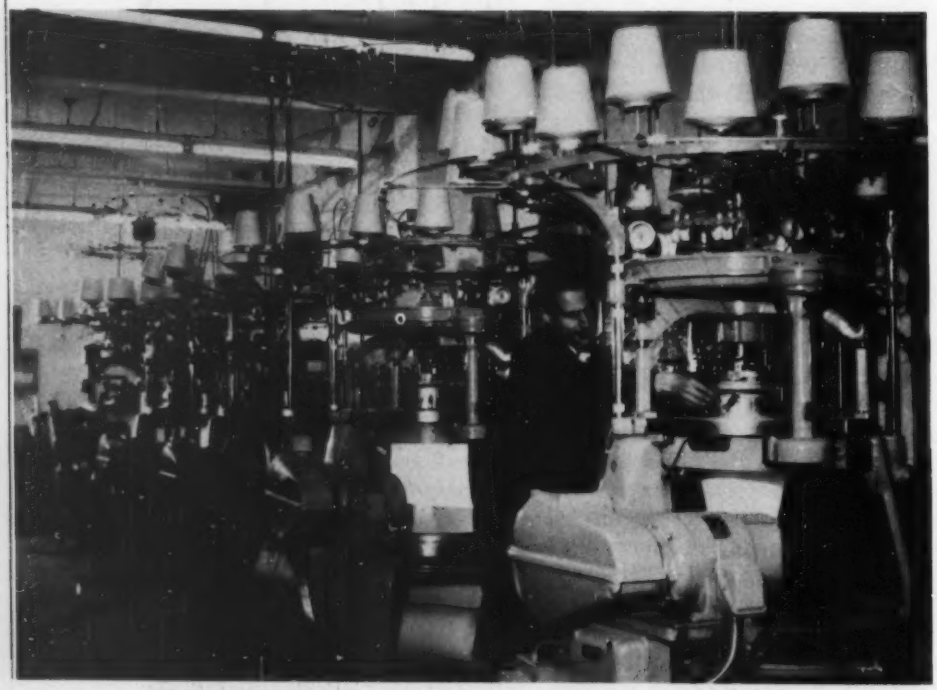
Favorable attitude

This favorable attitude comes from the belief that U.S. products are generally superior and from the aura created by U.S. Government support for Jordan — economic, military and political. Since early 1972, the Embassy has experienced a sharp growth in business visitors and commercial inquiries.

Fields that have attracted strong recent interest or figure to do so in the near future are food and agricultural products including bulk grain commodities, farm machinery, insecticides, industrial machinery, telecommunications hardware, pharmaceuticals and medical equipment, food service equipment, railway rolling stock, passenger buses and household appliances. The Jordan Armed Forces have become a significant purchaser of food, clothing and military software, and merit careful sales attention.

During 1972, the U.S. share of the Jordanian import market was almost 18 percent. If American firms respond and capitalize on the factors in their favor, this percentage can increase.

However, the lack of interest and hesitation on the part of some U.S. firms resulted in several contracts being lost almost by default to European bidders in the past year. Should this become a trend,



TEXTILE FACTORY IN AMMAN—*Jordanian firms frequently seek U.S. partners for joint industrial ventures, according to this report from the U.S. Embassy there.*

the U.S. market share will fall off, for Jordanian importers by tradition are oriented to an exceptionally wide range of sources of supply in Europe and Asia as well as North America.

American contracting and production skills, and management and marketing techniques, also enjoy a high reputation in Jordan. The atmosphere for U.S. contracting and investment therefore is excellent.

A number of foreign capital lending projects offer opportunities for contracting, and Jordanian industrial companies are constantly seeking U.S. partners for joint ventures in new industrial fields.

Opportunities are present in such areas as low-cost housing, housing utilities, hotel and other tourism-related enterprises, vehicle assembly, carpet manufacturing, civil engineering and construction (canals, roads, municipal works and specialized buildings) and telecommunications.

Other advantages

Jordan has enjoyed excellent internal security for two years, and is again hard to match in the Middle East for stability. Its economy lives by private enterprise. Its commerce and industry would welcome greater private American participation, and its governmental trade and investment policy will remain favorable.

Though the country represents a small overall market, worthwhile opportunities are present for firms prepared to define and develop them. First-hand visits and establishment of reliable, active local agents are essential steps in this process.

Profitable business relationships can be formed and continued regardless of present Arab-Israeli difficulties. Should a peaceful settlement be achieved, firms with existing contacts will stand to benefit enormously in later stages of Jordan's development and modernization.

British Honduras' Numerous Assets Await Investors

British Honduras, or Belize as it is now called, has been growing slowly, if at all, during the past two years.

While the country has great potential, especially in machine intensive agriculture and cattle, this potential is still largely unexploited, according to the American Consulate General in Belize City. Its chief assets, small size and low population density, are also its major obstacles. Providing even minimal public services is inordinately expensive. Import substitution industries are rarely economically viable because of the tiny domestic market, which makes economies of scale impossible.

On the other hand, Belize (British Honduras) has great natural resources, especially in fisheries and agriculture.

With its small population the country could double per capita income with an increase of only some $70 million in GDP at current prices. But GDP is not growing very much if at all.

Expected receipts from rice exports will be largely used to service foreign debt. The sugar industry is planning to expand, but this new production will not produce export earnings for several years. Even then the sugar company has to service its debt.

Medium-term outlook

At the present time there does not appear to be any investment, or series of investments, which will move this economy out of its present situation. Thus, the medium-term outlook is one of little or no real growth.

The Government encourages foreign investors where local private capital is not forthcoming by offering corporate tax holidays and limited free entry privileges. These incentives alone have not been enough to attract large and well planned foreign investments into the country.

There are several reasons for this. Labor is a difficult problem because, even though the literacy rate is very high and wages relatively low, few people in the labor market have the skills necessary for modern enterprise. Thus, labor, because it nearly always must be trained from scratch, is relatively expensive.

International transportation costs and an infrastructure that is lacking in many respects increase the cost of investment. Further, the tiny local market requires that most potential investments in agriculture or manufacturing be made for an export market.

Advice to investors

A U.S. investor would be well advised to very carefully plan any potential investment. The undercapitalized, poorly organized, and badly planned investment will surely fail as example after example has shown. But the well financed, well planned and organized investment, especially one designed to exploit an export market, has every reason to expect success.

As a market for U.S. exports, this country has been a good customer, in spite of the Commonwealth Preferential tariff system. The major U.S. exports have been transport equipment, non-electrical machinery, and textiles and related products. Imports were 51.7 percent of GDP in 1971 and the U.S. share was 31.6 percent of the total.

Belize (British Honduras) is an active member of CARIFTA. To date CARIFTA trade has been negligible. However, there is every reason to believe that as CARIFTA prospers Belize should benefit greatly.

With its great agricultural potential, it could become the bread basket of the island members, all of which are food deficit countries.

New Zealand's Tariff Revision Should Help U.S.

Current New Zealand plans to phase out most of its tariff preferences should improve the competitive ability of most U.S. exports in that market. Some will benefit effective July 1 as all imports currently entering under Part II of the New Zealand tariff begin to enter at the preferential rates of duty. Others will benefit later as New Zealand eliminates most of its remaining Commonwealth preferences over a three-year period.

In the year ended June 1971 (latest data available) countries receiving Commonwealth tariff preferences furnished $752 million or 62 percent of total New Zealand imports of $1,075 million. Other major suppliers, such as the United States with $145 million (12 percent of total imports) and Japan with $124 million (10 percent), should be able to capture an increased share of this market as New Zealand importers become aware of the improved competitive position of non-Commonwealth suppliers.

New Zealand currently has a three-column tariff including: (1) British Preferential (BP) rates granted to Commonwealth members, with certain lower rates applied to some items for Australia and Canada under bilateral agreements, (2) Most-Favored-Nation (MFN) rates (usually 5-20 percent above B.P. rates) applicable chiefly to contracting parties to the General Agreement on Tariffs and Trade (GATT) and (3) General rates applying to imports from all other countries.

More changes next year

New Zealand plans to introduce a new tariff effective July 1, 1974. British preferences with some exceptions are to be phased out over the subsequent three-year period, since the United Kingdom, the chief beneficiary, has joined the European Common Market. New single column MFN/general tariff rates will be fixed at or between the current BP and MFN rates, depending on judgments balancing the need to continue to protect domestic industries and the desire to use lower tariffs as a tool to control inflation or to lower costs to manufacturers. The more limited system of bilateral preferences negotiated with Australia and Canada will remain in effect.

There will be three exceptions to this three-year timetable for eliminating Commonwealth preferences. First, the tariff rates for motor vehicle items will remain unchanged until a policy is worked out for development of the New Zealand motor vehicle industry. Second, Commonwealth preferences will be eliminated immediately when new tariff rates are established following a recommendation for higher or lower rates by the Tariff and Development Board. Third, and most important, all imports of U.S. and other non-Commonwealth items currently entering at reduced concessional rates of duty under Part II of the tariff will enter at the still lower BP rate, effective July 1. This will mean duty-free or markedly lower tariffs for a great many U.S. exports.

Part II of the New Zealand tariff contains a number of broadly defined commodity categories for which importers may apply to the Comptroller of Customs, Private Bag, Wellington, N.Z. for the entry of goods at specified concessional rates of duty below those listed in the standard tariff. Approved items are included in a listing of goods for Part II with their standard tariff classification, their BP, MFN and General concessional tariff rates and the time period during which the reduced rates will apply, usually from six months to five years.

Part II categories include industrial and agricultural machinery, chemicals and pharmaceuticals, textiles and other selected items which are not competitive with New Zealand industries. The Part II list includes several hundred items.

BIG SALE TO NEW ZEALAND—*The Burroughs B 6700 system above is similar to those currently being placed in five New Zealand universities. Installation of the data processing network centered around these units is to be completed next month.*

International Business Reports

Guide to National Practices in Western Europe. Published by Parkland Research Europe. Brussels. 223pp. $17.50 airmail.

According to the publishers, this book took a research team nearly one year to compile and has one basic objective — to guide British management into the Europe of the EEC plus Switzerland. It may be useful to American businessmen as a guide to commercial, business and legal practices and attitudes in the continental EEC countries and Switzerland.

Write: Parkland Research Europe, Business Base, 173 Knightsbridge, London SW7, England.

The China Trade and U.S. Tariffs. By Harry A. Cahill. 161pp.

This study concentrates on trade aspects of Sino-American relations and specifically focuses on the restraints that existing U.S. tariff barriers may exert on potential imports from the People's Republic of China. The author, Deputy Director of Program Development in the Commerce Department's Office of International Marketing, attempts to show whether the relaxation of American commercial restrictions on imports from China since mid-1969 will allow bilateral trade to realize its full potential. The book centers on the significance that denial of preferential MFN treatment has for Sino-American trade.

Write: Praeger, 111 Fourth Ave., New York, N.Y. 10003.

American Industrial Report. Bimonthly magazine published by China Consultants International, Ltd., Washington, D.C.

This Chinese-language magazine is designed to stimulate direct trade contacts between U.S. producers and consumers in China. Purely a technical magazine, it will present articles and advertisements featuring the latest in American technology and products that might interest Chinese customers. The publishers plan to place 14,000 copies of their inaugural August issue with Peking officials for distribution to potential users of American technology and scientific products.

Write: China Consultants International, 3286 M St., N.W., Washington, D.C. 20007 (Tel.: 202-338-2388—Cable: CCIWASH—Telex: 440302), or American Industrial Report, 53 Printing House, Ice House St., Hong Kong (Tel.: 5-246515—Cable: ECONEWS).

Industrial Development: A Practical Handbook for Planning and Implementing Development Programs. By Richard S. Kaynor and Konrad F. Schultz. 185pp. $16.50.

Based on the authors' personal experience, this book is designed to show how industrial development programs at the national, regional and local levels are created and operated.

Write: Praeger, 111 Fourth Ave., New York, N.Y. 10003.

European Mutual Funds. Prepared by the London office of Noyes Data Corporation. 448pp. $36.

This guide offers some basic information on the activities of more than 400 of the most important mutual funds in 17 European countries. Each chapter has an introduction setting forth the particular situation in each country. The book also discusses the effectiveness of the legislation controlling this industry in each country.

Write: Noyes Data Corp., Noyes Bldg., Park Ridge, N.J. 07656.

The International Foreign Exchange Guide. Published by FCIB-NACM and International Reports. $75 for complete set.

This is a worldwide and investment reference series in three parts: Currency Rate Structure and Convertibility, Forward Exchange Market Facilities, and Foreign Trade Invoicing. Based on information and advice from central banks, government agencies and private banking institutions in 115 countries, it details possibilities for trading knowledgeably and effectively in areas where convertible currencies and/or bilateral agreements prevail.

Write: International Reports, Inc., 200 Park Ave., S., New York, N.Y. 10003.

The Foundations of Management. By Roy A. Lindberg. 115pp. $3.25.

Number 21 in a series of handbooks designed to introduce readers to modern American business theory and practice. Previous volumes in the Business Almanac Series discuss such topics as direct mail, retail merchandising, customer relations, labor relations, business writing, credit, marketing, personnel, public relations, advertising and selling.

Subjects in this book include the nature of business and management, role of the manager, committing the enterprise, securing intended results, and planning procedures.

Write: Oceana Publications, Inc., Dobbs Ferry, New York.

Calendar For World Traders

July 10 — Orange, Conn. — FCIB Roundtable Conference on International Finance, Credit, Collection and Exchange Problems, to be held in conjunction with the NACM's Connecticut Division, Grassy Hill Country Club, 9:30 a.m.

July 15-20 — Washington, D.C. — Top management seminar on U.S. international economic policy, Brookings Institution. Sponsors: International Management and Development Institute, U.S. Council of International C of C, Brookings Institution.

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Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about U.S.-sponsored overseas exhibits, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, details on major construction and expansion projects, and notices of U.S. visits by foreign buyers.

U.S. Promotions Overseas

Medical Equipment. Mexico City Trade Center. Aug. 14-17. Mexico's Social Security Institute has major expansion plans for its nationwide system. Present imports of $17 million are expected to double within five years. Call Porter Clary, 202-967-5040.

Printing and Graphic Arts Equipment Exhibit. U.S. Regional Trade Development Center, Buenos Aires. Aug. 27-31. The printing and publishing industries in Argentina are a well-developed, important sector of the economy. However, 70-80 percent of the machinery for these industries has to be imported. Call Vicky Eicher at 202-976-4580.

Security and Safety Equipment Exhibit, Sydney Trade Center. Aug. 27-31. The Australian market for security and safety systems is now at the beginning of an expected upsurge in demand. At present consumption is in excess of $50 million annually. Call John Klingelhut at 202-967-3876.

Algiers International Trade Fair. Aug. 31-Sept. 16. The United States will participate in this major trade event, an unparalleled opportunity to enter a $1.5 billion import market. All product groups will be included. Call David Christensen, 202-967-2396.

Frozen Food Production and Distribution Machinery. Tokyo Trade Center. Sept. 7-11. Process freezers, automatic product control and handling systems for cold storage warehouses, and refrigerated showcases will be the focus of this exhibition. Estimated at $10-15 million for imported equipment in 1971, the Japanese market for this product category is expected to grow considerably in the next few years. Call Randy Miller, 202-967-2461.

15th Brno International Engineering Fair. Sept. 7-16. The Czechoslovakian market for machine tools, metal working equipment and peripherals is conservatively estimated at $73 million this year. Czechoslovak engineers are well aware of the advances built into U.S. equipment and have expressed substantial interest in U.S. metal working equipment. Call Jim Robb, 202-967-5163.

Medical Management Systems and Equipment. Frankfurt Trade Center. Sept. 10-14. Germany's hospital modernization and expansion program for 1973 to 1975 is expected to be well over $2 billion. Prospects look good for U.S. producers of highly advanced and sophisticated equipment. Call Don Schmadel, 202-967-2177.

Building Material and Equipment Trade Mission. Belgium, Switzerland, The Netherlands. Sept. 10-21. Excellent markets exist for subject equipment, owing to Government emphasis on construction of new housing, apartment complexes and commercial office buildings. Additional interest has been expressed, by the private sector, in modular housing systems. Call Herbert Socks, 202-967-3846.

International Aerospace Show, Sao Paulo. Sept. 14-23. The Brazilian Government is supporting this first aerospace fair. The focus of the U.S. exhibition will be on ground and airborne equipment and instruments, airport equipment, and aircraft parts, assemblies and accessories. Call Jim Hoye, 202-967-3871.

Industrial and Commercial Refrigeration and Airconditioning Equipment and Components. Paris Trade Center. Sept. 17-21. Research indicates that the French market for refrigeration and airconditioning equipment is expanding at a rapid rate. The market in 1971 was valued at $137 million, and is expected to reach an annual level of almost $200 million by 1975. Contact W. S. Gaines, 202-967-4414.

Nuclear Instruments and Apparatus Exhibition, U.S. Regional Trade Development Center — Buenos Aires. Oct. 1-5. Equipment sought for exhibition will complement the relatively limited local production and will reflect cognizance of trends pertaining to local industrial, professional, academic and governmental developments and objectives. The exhibit promotion will cover the River Plate Region, particularly the market in Argentina. Call George Pollard, 202-967-5010.

Process Control Instrumentation Trade Mission. Japan. Oct. 7-17. Products include sensors, controllers, recorders, and indicators which control and/or monitor the parameters of an industrial process. The Japanese market for industrial process measuring and control instruments has been increasing substantially. Japanese industry executives estimate that consumption of process measuring and control instruments will increase by 20 percent annually. Furthermore, they expect the import market to expand to $124 million in 1974 from $40 million in 1969. Call Larry Cozart, 202-967-2973 or 967-3741.

Scientific Instrumentation. Beirut Regional Trade Development Office. Oct. 8-12. An opportunity for up to six firms to establish representation or introduce new products in the growing Middle East market. Call John Bodson, 202-967-5767.

ENVITEC '73. Duesseldorf. Oct. 8-14. This environmental protection show, covering air, water, and noise measurement and control equipment will be held at the new Duesseldorf fair grounds. Protecting the environment is a major concern in Germany. Approximately $9 billion will be spent during the 1971-1975 period for pollution equipment. Call Michael Hanpeter, 202-967-3748.

Computer Software and Services Trade Mission, Sao Paulo, Brasilia and Rio de Janeiro. Oct. 8-19. Mission members will meet decision makers in government and private industry who purchase more than $200 million in equipment, software and services each year. Call Fred Crosley, 202-967-2973.

Food Processing, Packing Equipment and Supplies. Milan Trade Center. Oct. 9-13. New living patterns and rising standards are resulting in increased food consumption and a demand for convenience foods. This show is scheduled concurrently with the large IPACK-IMA international packaging exhibition. Call Sam Spaulding, 202-967-4508.

Audio-Visual Equipment. Frankfurt Trade Center. Oct. 11-16. Use of audio-visual equipment is expected to reach approximately $300 million by 1975. U.S.-made equipment is in the forefront of developments for the West German market. This exhibition is to be held concurrently with the Frankfurt Book Fair. Contact Loretta Allison, 202-967-2177.

Chemical Processing Equipment Trade Mission. Italy and Spain. Oct. 13-24. U.S. producers will find excellent market opportunities in both countries, as chemical and related industries there continue to reflect rapid growth. The mission's visit to Milan will coincide with MAC 73, an important international chemical exhibition. Call Michael Donohue, 202-967-3846.

Sporting and Leisure Goods Exhibit. Paris Trade Center. Oct. 15-19. France, with a standard of living that has doubled since World War II, now has the fastest growing economy in Western Europe. Rising personal income and more free time resulting from longer paid vacations and a shorter work week have created a boom in the French leisure goods market. Contact Edward Kinnear, 202-967-5382.

Metallurgy Equipment and Instrumenta-

Sales opportunities in 11 U.S. commercial exhibitions, 28 shows at the 12 U.S. Trade Centers, and 8 Trade Missions are being offered to present and potential U.S. exporters between now and March 1974.

Each Trade Center exhibition is limited to one particular line of products and centers are located in Beirut, Buenos Aires, Frankfurt, London, Mexico City, Milan, Paris, Singapore, Stockholm, Sydney, Tehran, and Tokyo. For further information on the Trade Center shows described or for more facts on U.S. exhibitions, **write:** *Overseas Operations, BIC-218, U.S. Department of Commerce, Washington, D.C. 20230.*

U.S. specialized trade missions are comprised of groups of U.S. businessmen organized by the U.S. Department of Commerce to travel abroad to promote the export of U.S. goods and services produced by their particular industry. **Write:** *Trade Missions, BIC-252, U.S. Department of Commerce, Washington, D.C. 20230.*

tion. Mexico City Trade Center. Oct. 22-26. The Mexican market for metallurgical equipment and instrumentation is expected to grow by about 7.5 percent per year in the foreseeable future, with imports from the U.S. totaling about $22 million in 1974. The largest project in this area is the integrated 1.5-million-ton steel complex at Las Truchas, a $500 million scheme due to be finished in 1980. Call Carolee Heileman, 202-967-5020.

Technology 73. Tel Aviv International Trade Fair. Oct. 23-31. Three product groups will be exhibited: instrumentation, electrical power generating equipment, and material handling equipment. Call Franc Manzolillo, 202-967-3752.

Hospital/Medical Equipment. Tehran Trade Development Center. Nov. 3-7. Commerce is opening its newest Center in the booming economy of Iran, fastest growing market for U.S. exports in the Middle East. U.S. exports jumped 84 percent in the last three years to $600 million, making U.S. Iran's top supplier. Improving health care services is the number one priority in the recently announced Iranian Fifth Plan. Government health and medical services expenditures will be quintupled to $1.7 billion during the next five years. Imports of medical equipment are growing at 20 percent per year, fastest growth sector in the economy. Within three years they are expected to increase from $41 million to more than $70 million. Call Don Ryan, 202-967-4652.

Telecommunications Equipment Trade Mission. Belgium and the Netherlands. Nov. 5-15. Products within this category include equipment for data communications, radio, telephone, television, and telegraph/teletype/facsimile. The Dutch market for telecommunications equipment is viable and growing. With competitive pricing and more aggressive marketing, U S. manufacturers have outstanding prospects for expanded trade. This same opportunity for increasing sales applies in Belgium, particularly for products employing high technology and modern innovations. Call Larry Cozart, 202-967-2973 or 3741.

Health Care Industries Trade Mission. Phillipines, Thailand, Malaysia and Singapore. Nov. 5-21. The four countries scheduled to host the Trade Mission will spend $217 million within the next ten years for major medical programs in their second and third program stages. High sales are possible for mission members who have sophisticated and advanced instrumentation, equipment and supplies, particularly those who can provide turnkey operation, person to person interviews and sales backed with warrantees, training, maintenance and servicing practices. Call E. Lee Carteron, 202-967-2973/4.

Advanced Technology. Milan Trade Center. November 6-10. Featured will be lasers, electro-optics and advanced thermal measurement equipment. The U.S. share in this market is already high and demand is rapidly growing. The show will be promoted to a wide audience including industrial and military research facilities as well as laboratories in hospitals, universities and state research institutes. Call Robert Wallace, 202-967-3822.

Environmental Pollution Control Equipment. Osaka Fair Grounds. Nov. 7-12. Reflecting the high priority Japan attaches to its increasing environmental pollution control problems, Prime Minister Tanaka has indicated their solution will be a major objective of his administration. Commerce's participation in this event will focus on air, water, and solid waste pollution control equipment. Call Bob Levine, 202-967-4057.

SIMO (International Office Equipment Fair). Madrid. Nov. 9-18. SIMO is the leading Spanish fair for business and data processing equipment held annually in November. The 1973 event will be the 13th in the series. This fair should afford U.S. firms an excellent opportunity for market exposure to end users as well as prospective agent-distributors in the flourishing Spanish market. Call Ann Corro, 202-967-3958.

Educational Equipment & Materials Specialized Trade Mission to Lebanon, Saudi Arabia, United Arab Emirates. Nov. 11-30. Planned large-scale development of educational facilities financed by growing oil revenues of these increasingly affluent countries offers opportunities for sales of U.S. equipment, materials, and services. Call Edward Wason, 202-967-4918.

Systems for Automation in the Metals Industries. Frankfurt Trade Center. Nov. 12-16. Automation systems and components are in demand in West Germany by the machine tool industry and other metal industries, from iron and steel production to finished product manufacturing. Call Charles M. Whitley, 202-967-4941.

Petrochemicals — Technology & Equipment. Bucharest, Nov. 12-16. Romania plans to develop new petrochemical complexes and to modernize present ones. Its 5-10 year plans include major emphasis in this sector. This exhibition will concentrate on new technologies, equipment, design and construction, and production control systems. Call Paul M. Terlizzi, 202-967-5164.

Electrical Connectors & Electromechanical Components. Tokyo Trade Center. Nov. 12-17. Recently completed market research conducted in Japan indicates high sales potential for selected kinds of electrical connectors, switches, relays, and synchro and servo devices. Japan currently imports approximately $45 million of electrical components annually from the United States. Imports of the above catagories should increase as Japnese manufacturers strive to increase efficiency and lower costs. Call Bill Dawson, 202-967-4056.

Fluid Power Equipment and Component Promotion (Joint Export Establishment Programs). U.S. Trade Center, Paris, Nov. 19-21, Milan, Nov. 28-30. France and Italy are important and growing markets for fluid power systems and components. France now imports $70 million and Italy over $40 million annually in fluid power items. Major industries are investing heavily in new capital investments. Management in both countries considers the United States to be the best source for fluid power needs. New-to-market firms who have not sold in either France or Italy or who are seeking an agent/distributor to boost their sales are eligible to participate. Call Pete Field, 202-967-2435.

Industrial and Scientific Instruments, and EDP and Business Machines including Reprographics. TECHSPO '73, Bangkok. Nov. 26-30. These two catagories of products are important to the continued growth of Thai business, commerce and industry. Participants will have an opportunity to participate in technical symposia in their respective fields. Call Bruce Sever, 202-967-5546.

Packaging Machinery and Equipment Exhibition, U.S. Trade Center, Mexico City, Nov. 26-30. U.S. packaging equipment is regarded in Mexico as among the best available anywhere. Increasing emphasis on modern merchandising and the Mexican Government's plans to stimulate almost all industries using packaging add up to a great sales opportunity for U.S. suppliers. Call Porter Clary, 202-967-5040.

Systems '73. Munich. Nov. 27-30. Europe's most important computer exhibition will promote the latest EDP hardware, software, and accessories to key end-users in a 24-country marketing area. Demand in West European countries is projected to reach $4 billion in 1974. Ambitious national programs to sharply increase computer installations throughout Eastern Europe promise growing sales opportunities for a broad range of equipment and services. Call John Wolf, 202-967-4941.

Micrographic and Document Handling Systems Exhibit, Paris Trade Center. Dec. 3-7. Annual French micrographics purchases are expected to reach $16.5

million by 1976, a substantial rise of 74 percent over 1972. American firms presently lead in supplying the market and this edge should increase as French companies turn to more advanced information handling systems. Call William S. Gaines, 202-967-4414.

Microwave Circuits, Components and Instrumentation. Tokyo Trade Center. Dec. 3-8. Sales in Japan of microwave products were approximately $200 million in 1971 and demand is forecast to expand at 16 percent annually. Liberation of lines for data transmission is expected to stimulate additional interest in microwave equipment. Call Maurice Shea, 202-967-2461.

Microcirucuits, Design Test and Production Equipment. Frankfurt Trade Center. Dec. 10-14. This exhibition is planned to help U.S. firms enter and compete in this expanding, competitive market. U.S. lead time is getting shorter every year. Call Don Schmadel, 202-967-2177.

Light Industrial Packaging Equipment. Beirut Regional Trade Development Office. January 1974. Light industry in Lebanon has grown rapidly in recent years—industrial exports increased by about 25 percent in both 1971 and 1972—and has become increasingly diversified. More efficient packaging systems are in increased demand. Opportunities exist ior direct sales and for establishing representation in this growing market. Call Richard Loughlin at 202-967-5767.

Hotelympia, London. Jan. 9-17, 1974. A biennial event representing all facets of the catering industries for the hotel and restaurant trade. The U.K. market looks to the U.S. for advanced equipment for th catering industries. Expanding at an annual rate of 8-10 percent, turnover for 1975 is projected at $61.5 million. Call Bob Blake, 202-967-3356.

Computers, Peripherals, Data Transmission and Related Equipment. Paris Trade Center. Jan. 14-18, 1974. France now has the fastest growing economy in Western Europe. As a result of rapid business expansion and increasing labor shortages, management is seeking to make data handling operations more efficient. More than $7 billion is expected to be spent on EDP systems and equipment between 1972 and 1977; imports will supply around $2.5 billion of this amount. American firms now have and should maintain a strong lead in the import market. Call Michael Hanpeter, 202-967-3748.

Modern Merchandising. Stockholm Trade Center. Jan. 14-18, 1974. This exhibition will afford U.S. companies the opportunity to exhibit a wide range of modern merchandising equipment in the rapidly expanding Scandinavian market. The distributive trades in Scandinavia are undergoing rapid changes not unlike those in the United States. Increasing labor costs, growing specialization of production and rapidly increasing urbanization have resulted in adoption of modern merchandising techniques and a growing demand for all types of modern merchandising equipment. Call Ed Walls, 202-967-4256.

Printing and Graphic Arts Equipment. Milan Trade Center. Jan. 22-26, 1974. Photo composition equipment, computer assisted systems for both photo and hot metal composition, webb offset presses (small to newspaper size), continuous business form offset presses and collators, automatic saddle stitchers, and presensitized lithographed plates are among the items of U.S. manufacture most specified by European printers and publishers, who are finding that U.S. equipment in these categories is technologically superior and competitively priced. Call Peter Field, 202-967-2434.

Water Resources Equipment Specialized Trade Mission to Iran and Kuwait. February 1974. High priority needs and planned development expenditures in these countries in the fields of desalination, development of ground water resources and irrigation, municipal water systems, and sewage treatment and disposal systems afford opportunities for sales of a wide range of water treatment equipment. Opportunities exist to make direct sales and to establish local representation. Call John Bodson at 202-967-5767.

Metals and Metallurgy Equipment. Paris Trade Center. Feb. 11-14, 1974. Enormous investments by the French metallurgy industry should provide exceptional opportunities to American suppliers of instruments, special metals and alloys, and related equipment. This special show will offer U.S. firms a splendid means of gaining market exposure to end-users and to prospective agent distributors. Call Myra Triplett, 202-967-5373.

Industrial & Commercial Security Equipment. Milan Trade Center. Feb. 26-March 2, 1974. At the request of exhibitors at the successful 1972 show this theme is being repeated. Recent research indicates that U.S. manufacturers of industrial and commercial security equipment will find Italy a ready market for their products. The Italians are ready for the more sophisticated American equipment and at present the market is estimated at $50 million. Call Mara Yachnin, 202-967-4605.

Data and Telecommunications Equipment. Milan Trade Center. March 26-30, 1974. Demand for computers and computer-related equipment in Italy will triple over the next five years, with U.S. equipment and services expected to dominate the nearly $300 million market. In addition, the Italian Government is planning to spend about $3.5 billion in the telecommunications sector over the next three years, a development that will stimulate demand for U.S. equipment in this sector. Research indicates that virtually every large Italian government and industry organization is in the process of planning projects for data transmission between headquarters and branches. The Italian economy is expected to grow by 5 percent this year. The revaluation of the German mark together with the realignment of the dollar offers a very attractive price structure for American products relative to that of major competitors. Call Alan O. Maurer, 202-967-2434.

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $5 from the Department of Commerce, BIC-266, Washington, D.C. 20230, or from any Commerce Field Office.

OPIC indicates that the country involved is eligible for investment insurance coverage written by the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

CANADA — Alberta's Minister of Industry and Commerce, Fred Peacock, recently informed a visiting economic mission from West Germany that the primary investment opportunities in the Canadian province were in **steel manufacturing, control system supplies for pipelines, gas plant and refinery equipment, petrochemical plants and in sophisticated electronic equipment** such as telemetering devices, navigational instruments, printed circuit computer compononts and related devices. P-73459.

GERMANY — The Representative of the City of Hamburg in New York can furnish information and assistance to American firms considering **investment in the port city.** The United States tops the list of investor countries in Hamburg, which contains about one-third of the total American investment in West Germany. Available literature includes facts and figures on sites for industry, power supply and transportation; advantages of operating in the city-state and Port of Hamburg; a description of the

port facilities and their container-handling capabilities; as well as descriptions of economic activity, services, purchasing power, living conditions and labor availability. Interested investors should communicate with H. William Marquardt, general manager, Office of the Representative, The Free and Hanseatic City of Hamburg, 82nd Floor, 350 Fifth Ave., New York, N.Y. 1001. P-73444.

0112 — INDONESIA — The Government of Indonesia is seeking foreign entrepreneurs with experience in **large-scale mechanized rice farming** to establish and operate rice estates in South Sulawesi and North Sumatra. American participation would be through direct investment or joint venture with governmental organizations or local private investors. Land will be made available by provincial governments. Interested parties contact General Bustanil Arifin, Badan Urusan Logistik, Jln. Teuku Umar 10-12 Jakarta, Indonesia. P-73472. OPIC.

2451 — NEW ZEALAND — Substantial retailer of house trailers desires licensing arrangement with a U.S. **mobile home manufacturer** for production of their products in New Zealand. Current demand for larger sized house trailers new exceeds available domestic supplies. Firm has 10,000 square foot factory available for establishment of proposed plant. P. J. Wootton, general manager, Travelways Sales Ltd., Main Road, Te Rapa, P.O. Box 923, Hamilton, New Zealand, (Tel: 492-210). P-73466.

2599, 3841, 5086 — GERMANY — Joint venture with U.S. manufacturers and suppliers of **hospital supplies and equipment.** Also desires consultants and planning partners for hospital construction. Herr Schweifer, Citex GmbH. & Co. KG, 44 Muenster, Amuritzstr. 20, Germany. P-73469.

2621 — BELGIUM — Manufacturer of wall coverings, related decorative products wants to expand. Seeks licenses to produce **wallpaper.** Also interested in new techniques for **textile printing and decorative wall, ceiling coverings.** Firm covers 20 percent of domestic market, exports to EEC, Latin America. Executive of company plans U.S. visit in September to meet interested firms. M. Daubechies, general manager, Papiers Peints Brepols s.a., Lindekens 24-26, 2300 Turnhout, Belgium. WTDR. P-73447.

2821 — SINGAPORE — Seeks joint venture and/or licenses for manufacture of **alkyd resins and related paint chemicals.** Also interested in the **small-scale industrial chemicals processing** industry. International marketing organization. Contact: American Embassy, Singapore, Commercial Sect., No. 30 Hill St., (FPO San Francsico, Calif. 96699) for transmittal to the organization's Singapore Manager. P-73458. OPIC.

2831 — LEBANON — Newly organized corporation reportedly seeks licensing arrangement for manufacture of **intravenous serums** and distribution rights in Libya, Jordan, Sudan, Persian Gulf States, Saudi Arabia, Nigeria and Liberia. Proposals should include provision of machinery, packaging materials, chemicals and other ingredients. Estimated start-up cost about $1 million. Firm has German proposal. Francis Abi-Jaoudi, Sr., Interchem, P.O. Box 103, Antellies, Lebanon. P-73451.

2834 — AUSTRALIA — Seeks licensing agreement to manufacture **veterinary medicines and animal remedies.** Firm is large producer of animal feeds and veterinary products. Lee S. Ruth, Rural Chemical Industries Pty. Ltd., "Bilbimbie," Harrison's Lane, Glenorie. N.S.W. 2157, Australia. WTDR. P-73446.

2840, 2869, 2899 — FRANCE — Manufacturer and distributor of chemical products for insulation and corrosion protection (fuel additives, protective products, cleaning and surface treatment products) seeks licensing rights to manufacture **corrosion protection products, detergents and solvents, amines and derivatives.** Employs 20 with $500,000 annual sales volume. Marcel Chapuis, manager, Roxchimie S.A., Zone Industriell, Les-Loges-en-Josas, 78350 Jouy-en-Josas, France. WTDR. P-73453.

2999 — AUSTRALIA — Licensing agreement and joint venture sought for construction and operation of pilot plant using new Australian process to **demineralize brown coal to produce low-ash industrial carbon and chars.** Investment estimated at several hundred thousand dollars. Process devised by Australian Commonwealth Scientific and Industrial Research Organization (CSIRO), a Division of Mineral Chemistry. Firms invited to submit proposals for licensing ard development agreement. Send to: The Secretary, (Industrial and Physical Sciences), CSIRO, P.O. Box 225, Dickson, A.C.T., 2602, Australia by August 21. For additional details write: Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. P-73480.

3079, 3542 — GERMANY — Medium-sized manufacturer of **metal and plastic storage containers, pallets, racks, shelves,** carts seeks cross-licensing arrangements with an American manufacturer of similar storage equipment and systems. Employs 135: owner of plant and business real estate with modern equipment. Leopold Bittmann, Postfach 5554, 6580 Idar-Obeerstein, Weierbach, Germany. P-73464.

3079 — LEBANON — Newly organized corporation seeks licensing and distribution rights in Lebanon and adjacent areas for manufacture of **polyvinyl chloride (PVC) pipes and fittings.** Proposals should also include supply of machinery and equipment, packaging and raw materials. Feasibility study reportedly complete. Further details available from Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. P-73448.

3253, 3261 — ZAMBIA — State enterprise desires minority partner for establishment of a manufacturing plant to produce **ceramic wall tiles and sanitary ware.** Required raw materials are available from domestic resources. N. H. Brewer, Controller-Group Technical Services, INDECO Ltd., P.O. Box 1935, Lusaka, Zambia. P-73467, OPIC.

3433, 3567 — GERMANY — Manufacturer, established in 1951, desires licenses for newly-developed products for **space-heating of industrial establishments, industrial drying and preheating plants and foil shrinkage ovens for pallet packing processes.** Company has annual sales of DM 20 million and employs 250. Schwank GmbH, 5 Koeln 60, Postfach 620249, Germany. WTDR. P-73470.

3523 — TURKEY — Licenses to produce various types of **farm equipment, other than tractors.** Willing to import parts from U.S. licensor. Would consider joint venture. Turkish company makes plows, disks, harrows. Produces 2,500 units annually. Located in heart of rich agricultural region. Sebat Ziraat Aletleri Fabrikasi, Aydin Yolu Kocakelle Cesmesiyani, Soke, Turkey. P-83454. OPIC.

3530 — UNITED KINGDOM — Licenses to manufacture any type of **materials handling equipment,** using present fabrication and assembly facilities. Firm produces extensive range of cranes for automatic warehousing systems and hoists. Product line includes electric overhead traveling goliath and stacker cranes. T. R. Lawrence, managing director, Munck (U.K.) Ltd., 77 Uxbridge Rd., London W.5., England. P-73462.

3531, 3542 — UNITED KINGDOM — Large producer of engines, boilers, heavy machinery seeks to expand. Wants manufacturing rights for **heavy duty, portable cranes; marine loading swivels for use on North Sea oil rigs; large fabricated vessels; and heavy forming and extrusion presses.** Firm is leading builder of slow speed diesels. W. V. M. Kelly, George Clark & N.E.M. Ltd., Northumberland Engine Works, P.O. Box 8, Wallsend NE28 6QH, England. P-73455.

3542 — GERMANY — Firm seeks to produce modern types of **sheet metal-working machinery.** Firm produces screening machinery, switchgears and metal distributor chutes. Products are well-established in EEC, EFTA markets. Employs 200. Rhewum. — Rheinische Werkzeug-und Maschinenfabrik GmbH, Rosentalerstr., 5630 Remscheid 12, Germany. P-73457.

3551, 3715 — NEW ZEALAND — A long-established steel fabrication firm that has produced trailers and transportation equipment is interested in a licensing arrangement to produce and market **stainless steel dairy plant equipment.** Newly-installed equipment has provided the capability to handle aluminum alloy materials and stainless steel for beer vats, milk tankers and other food processing equipment. Jack P. Kloutwyk, Engineering Manager, T. Dorman Engineering Ltd., P.O. Box 205, Nelson, New Zealand. WTDR. P-73468.

3562 — TAIWAN — License, joint venture to produce **ball and roller bearings.** Seeks technical know-how. Currently engaged in pharmaceutical business. The Harvester Trading Co., Ltd., 6th floor, 49 Chung Hsiao West Rd., Sec. 1, Taipei 100, Taiwan. WTDR P-73456. OPIC.

3569, 2800 — SWEDEN — Seeks new products and technologies in several fields. Products should be industry-oriented, internationally marketable. Areas of interest include **pollution and noise control, performance chemicals, additives and industrial microbiology.** Swedish Trade Commissioner, 20830 Rutland Drive, Southfield, Michigan 48075. P-73460.

3589 — FRANCE — Manufacturing rights for **industrial water treatment equipment.** Firm produces chemical machinery; active in chemical engineering, industrial filtration, draining of sludges. Employs 25; reputation is good. Jacques Benzaria, chairman and general manager, Technochim S.A. 97, rue du Bas Saut, 60230 Chambly, France. P-73445.

3841 — **SWITZERLAND** — Recently established joint venture between major importer/distributor of medical and laboratory equipment and leading pharmaceutical manufacturer seeks licenses and know-how for completion of present line of **sophisticated medical items.** Interests include advanced equipment and systems for heart diagnosis, surgery and post-operative therapy, and artificial kidney systems, especially for home use. Annual sales joint venture partners exceed $1.5 billion. Further information limited to equipment manufacturers offering specific products of type desired. Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. P-73465.

3842 — **SWITZERLAND** — Leading manufacturer of hydrotherapy equipment for medical applications seeks licensing rights for **underwater massage systems (mobile and permanent) and hydroelectrotherapy equipment** combining the effects of moving water and galvanic electric current for stimulation and reanimation of blood circulation. Mr. Suter, director, Benz & Cie AG, Universitatstr. 69, 8033 Zurich. P-73471.

3843 — **GERMANY** — Long-established manufacturer of dental supplies (cotton rolls, swabs, saliva ejectors, paper points, guttapercha points, and similar items) seeks licenses to manufacture complementary products. Employs 80 with good sales organization throughout Germany and abroad. Will consider cross-licensing. Roescheisen & Co., 3 Scheffeltgasse, D-7900 ULM a.d. Donau, Germany. WTDR. P-73452.

3949 — **KOREA** — Group of Korean and American businessmen preparing ski resort on Korean East Coast seeks joint venture for manufacture of **skis and skiing equipment, including apparel.** Claims Korea on threshold of recreational skiing expansion. Rodger I. Eddy, Construction & Management Consultants, Han Wang Co., Ltd., IPO Box 2251, Seoul 100, Korea. P-73450.

3949 — **SWEDEN** — Ski industry, comprised of 200 firms, organizing for major production and sales effort to expand markets for cross-country skis. Offers licensing opportunities for specialized manufacture of **metal ski bindings and ski equipment.** Write: Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. P-73449.

3953 — **ISRAEL** — Importer of engraving machinery and equipment, office machinery and embossing equipment seeks know-how for manufacture of **self-inking rubber stamps.** Will consider licensing, joint venture or importation and assembly of component parts. Stamps desired would be mainly in Hebrew and should handle 10,000 stampings to meet Japanese and German competition. Uri Kiesler, 25 Spinoza St., Tel Aviv, Israel. WTDR. P-73463. OPIC.

7011 — **URUGUAY** — Local group owning a site near resort city of Atlantida, 24 miles from Montevideo, desires collaboration with U.S. hotel firms for development of **beach resort hotel complex.** Prospectus on project available from Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. Adam Beltran Acosta, Promotur Internacional S.A., Avda. 18 de Julio 959 piso 10, Montevideo, Uruguay. P-73461.

Licensing In U.S.

For additional information on opportunities to manufacture foreign firms' products in the U.S., write Commerce's Office of International Finance and Investment, BIC-286, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate file number.

CANADA — Styrofoam water walkers/water skis. **File 2425**

CANADA — Mobile/demountable plant for continuous production of concrete molded components adaptable to building or road construction. Inventor. **File 2426**

FRANCE — Lightweight household furniture of vinyl sheets and polestyrenex molded frames. **File 2427**

FRANCE — Automated machinery for packing round fruits. **File 2428**

GERMANY — Electrostatic paint spray and powder coating equipment. **File 2429**

SWITZERLAND — Laboratory dying machine to stimulate industrial dying processes. **File 2430**

SWITZERLAND — Diathermic irradiation apparatus for pre-programmed therapy. **File 2431**

SWITZERLAND — Exhaust control device for gasoline or diesel engines. **File 2432**

SWITZERLAND—Plastic building game to construct stationary objects or wheeled vehicles. **File 2433**

SWITZERLAND — Device to measure and record dissolved oxygen during processing in waste treatment systems. **File 2434**

'Invest In USA' Meeting Scheduled For Stuttgart

The American Chamber of Commerce in Germany is planning an 'Invest in USA' conference in Stuttgart, Nov. 27-29. The conference, organized with assistance from Commerce, the U.S. Embassy in Bonn and the German industry group in Stuttgart, follows the successful 1972 'Invest in USA' Conference held in Duesseldorf. German interest in investment in the United States is growing, as reflected by recent announcements by several major German firms of investments in manufacturing facilities in the U.S.

Developing Nations Request UNDP Technical, Financial Assistance On Twenty Projects

Developing nations have submitted twenty requests for technological and financial assistance from the United Nations Development Program. These preliminary summaries can serve as a guide to potential projects on which future bid proposals may be requested, or as indications of the industrial and economic plans of the requesting countries.

U.S. firms are cautioned that these requests may not be approved by the UNDP for technical reasons. They have not yet been funded and no executing agency has been designated to implement them.

Interested U.S. firms may request copies of these reports from The Trade Opportunities Staff, Office of Export Development, Room 1322, BIC-267, U.S. Department of Commerce, Washington, D.C. 20230. Please identify each project desired by project number and country.

Each request should include a preaddressed label.

BGD/73/001/A/01/15 — **Bangladesh** — Immediate assistance to the Dept. of Civil Aviation;

BGD/73/004/A/01/31 — **Bangladesh** — Assistance to the Bangladesh Road Transport Corp. (BRTC);

CHI/72/006/A/01/12 — **Chile** — Quality control and improvement of fish products;

COL/73/001/A/01/01 — **Colombia** — Inter-municipal bus transport system;

HAI/72/012/A/01 — **Haiti** — Reforestation and soil conservation;

IND/72/032/A/01/13 — **India** — Centers of advanced study in Indian universities (Phase II);

IND/72/043/A/01/12 — **India** — Sheep and wool development in Jammu and Kashmir;

INS/73/012 — **Indonesia** — Forestry and forest products development;

JOR/73/004/A/01/37 — **Jordan** — Advisory services to the Industrial Development Corp.;

MEX/72/507/B/01/37 — **Mexico** — National Packaging Institute;

PER/72/037/A/01/12 — **Peru** — Animal production and health; technical assistance to VITAR on livestock production, research and extension in the tropics;

PER/72/038/A/01/12 — **Peru** — Animal production and health; assistance to VITAR on dairy production, Research and Extension in the Sierra;

PHI/73/007/A/13/31 — **Philippines** — Pampanga Delta area development;

TUN/71/545/B/01/11 — **Tunisia** — Evaluation and planning of employment requirements;

VEN/71/528/C/01/14 — **Venezuela** — Environmental pollution research Center;

VEN/71/532/A/01/41 — **Venezuela** — Reorganization and planning of postal and telegraphic services;

YEM/72/012/A/01/37 — **Yemen Arab Rep.** — Industrial promotion and advisory unit;

INT/72/074/A/01/12 — **Interregional** — International project for the development of fisheries in the Eastern Central Atlantic;

RLA/72/094 — **Regional** — Central American Institute of Telecommunications (INCATEL): transport and communications;

RAS/72/150/A/01/45 — **Regional** — Asia Regional: Technical support to the Southeast Asian Agency for Regional Transport and Communications Development (SEATAC).

Also see story on UNDP approval of 25 new country programs, with commitment of $270 million, on p. 72.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, BIC-267, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTDR indicates that a World Traders Data Report on this specific firm is available for $5 from the U.S. Department of Commerce, BIC-266 Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information, including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDR's and request forms is available at local Commerce Field Offices.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Foreign private firms and government agencies are interested in direct purchases of these products. See also "Representations" listing.

Animal specialties

02790 — BELGIUM — Live green turtles. Pisciculture City (I, D, R), 3D Ave. de L'Arbre Ballon, 1020 Brussels.

Miscellaneous nonmetallic minerals, except fuels

14960 — JAPAN — High quality steatite for coating in the process of manufacturing paper or toilet powder; not for insulation purposes. Hishiya Kosan Auto Co., Ltd. (I, D), 495 Onarimachi 3-Chome, Omiya City, Saitama Prefecture.

Canning, preserving foods

20310 — SPAIN — Salmon, smoked, cleaned and without head. Ahumados Bernard, Ltda. (I, D), De La Torre 73, La Coruna.

20320 — JAPAN — Health and diet foods. Ryuwa Shoji, Inc. (I, A, D), Mitsui No. 2 Annex Bldg., 2 Hongoku-Cho 4-Chrome, Nihombashi, Tokyo 103. Attn: Mr. Yuichi Machida, Section Chief of Develop. Dept.

20330 — GERMANY — Canned vegetables: Beans, fresh lima; Beans, green and wax; sweet corn, cream style; corn on the cob; for resale. Hans Steinmann, Contact: Herr Paeffgen (I, D), 5 Roeln 41, Postfach 420109.

20361 — AUSTRALIA — Frozen squid, 3 pieces per lb., bimonthly shipment of five tons each. Prices CF from California source if possible. Also interested in frozen hake. Andrews Trading & Commission Agents, Attn: Andrew Koudounaris (I), Box 2608, GPO Sydney NSW 2001.

20361 — BELGIUM — Butterfly frozen herring fillets, 6 to 10 percent fat content, ten to fourteen herrings per kilo and frozen whole herrings same fat content. Annual quantity: one hundred tons minimum. Quote C.I.F. Antwerp. Pierre Hotlet, Mgr., Pierre Hottlet Epco N.V. (I, exporter), 153 Mechelsecteenweg, 2510 Mortsel.

20361 — SPAIN — Salmon, frozen, cleaned and without heads. Ahumados Bernard, Ltda. (I, D), De La Torre 73, La Coruna.

Grain mill products

20421 — GREECE — Poultry feed concentrates to be mixed with local grain. Minimum requirement 100 tons monthly. Nicolaos Moulakis (I, M), 26 Vasileos Heracliou St., Thessaloniki.

20422 — GREECE — Livestock concentrates to be mixed with local grain. Minimum requirement 100 tons monthly. Nicolaos Moulakis (I, M), 26 Vasileos Heracliou St., Thessaloniki.

Bakery products

20521 — JAPAN — Crackers and snack food of low sugar content. Matoi Kogyo K.K. Attn: Nishimura (I, A, D), No. 4 Ningyo-Cho 3-Chome, Chuo-Ku, Tokyo 103.

Confectionery

20713 — CANADA — Confectionery products, chocolate, biscuits, bakery products, snack foods, etc.—bagged or boxed, suitable for supermarket distribution. Only trailer load quantities of 10,000-100,000 dollars given consideration. B. L. Marks Sales Co., Ltd. — Contact: Jack L. Tully, Gen. Mgr. (I, D, Broker), 70 Doncaster Ave., Willowdalejn Ontario.

20716 — JAPAN — Salted mixed nuts in packages, and confectionery in packages. Matoi Kogyo K.K. Attn.: Nishimura (I, A, D), No. 4 Ningyo-Cho 3-Chome Chuo-Ku, Tokyo 103.

Beverage industries

20840 — JAPAN — Wines and brandy. Matoi Kogyo K.K. Attn.: Nishimura (I, A, D), No. 4 Ningyo-Cho 3-Chome, Chuo-Ku, Tokyo 103.

Food preparations

20900 — ICELAND — Candy; food preparations. Kaupgardur H/F. Attn.: Gudmundur Vilhjalmsson (I, R), c/o Ima, Tjarnargata 4, Reykjavik.

20914 — ITALY — Cottonseed meal. Gruppo Industrie Alimentari S.P.A. (M), 19 Via L. Da Vinci, P.P.O. Box 167, 57100 Livorno.

20922 — ITALY — Soy meal. Gruppo Industrie Alimentari S.P.A. (M), 19 Via L. Da Vinci, P.P.O. Box 167, 57100 Livorno.

20943 — ITALY — Fish meal. Gruppo Industrie Alimentari S.P.A. (M), 19 Via L. Da Vinci, P.P.O. Box 167, 57100 Livorno.

Broad woven fabric mills, cotton

22110 — FRANCE — Cotton fabrics (all kinds). Cepovett (M), 461 Rue Robert Schumann, 69400 Villefranche-Sur-Saone.

22116 — AUSTRALIA — Fabrics for use in quilted bed spreads. Seeks new lines in variety of fabrics in 60 in. widths; Up to 50,000 yds. per annum needed. Managing Dir. visiting New York in September. Jewel Quilts Pty Ltd., Attn: K. Lawler, Mgn. Dir. (M), 16-24 Foveaux St., Surry Hills, NSW 2010.

22116 — ZAMBIA — Wishes to purchase furniture covering material, vinyl PVC, car floorboard material, and drapery material. Samples and price lists requesteed. Midlands Upholsterers (I, D, M), P.O. Box 888, Lusaka.

Broad woven fabric mills, manmade fiber, silk

22210 — FRANCE — Fireproof fiberglass textiles used mainly in automobile industry. Cholleton, S.A. (M, I), 7, Rue Carves, 92120 Montrouge.

Narrow fabrics, other smallwares mills

22411 — SPAIN — Full range of types, shapes, sizes, and materials of transmission belts, especially anything extraordinary. Suministros Beca (I, D, A), Simon Bolivar 22. 3, Bilbao. 13.

Yarn, thread mills, products

22810 — MOZAMBIQUE — Complete cotton yarn spinning mill with initial capacity 2000 mt yarn, capable expansion to 4000 tons, to be delivered c.i.f. Lourenco Marques, fully installed on turnkey basis except for plant buildings. Possible purchase larger capacity mill (up to 3000 tons) if price reasonable; seller to train local personnel, provide technical assistance on personnel and equipment matters, and supply spare parts and accessories. Marketing advice appreciated on types of yarn to be produced; sellers requested to quote prices as soon as possible, so buyer can visit sellers and make choice. Quotations, catalogs and descriptive material, should indicate timetable of delivery, installation, and production, as well as payment terms on deferred payment basis. Afonso Ferraz De Freitas (A), P.O. Box 1018, Ave. Manuel De Arriaga, 217-3 Rd. Fl, Lourenco Marques.

22813 — BURUNDI — Spun rayon yarn carded 28-/2 on cone spool. Dimensions spool: barrel 7.2x2 ins. dia. yarn 6.2 ins., ht yarn 6.8 ins. standard; used in the preparation of warp for manufacturing blankets. Goods should be securely packed in strong seaworthy cardboard boxes; please inform on weight and volume of boxes; specify net and gross weight. Prices c.i.f. transit Antwerp. Lovinco S.A., Dir. J. Ernemann (M), B.P. 585, Bujumbura, Burundi.

22813 — NIGERIA — Cotton yarn and spun rayon yarn. Will purchase about $500,000 worth of yarns annually. Fahid Dayekh (I, M, D), 28 Dantata Rd., Kano, Kano State.

22823 — FRANCE — Rayon & nylon yarn; acetate colored yarn. Atlantique Textiles (I, D), 39, Rue des Jeuneurs, 75002 Paris.

Textile goods

22970 — BELGIUM — Acrylic rovings for plain carpeting. Quote c.i.f. Antwerp. Prosper Van Ginderdeuren, Mgr. Etablissementen Prosper Van Ginderdeuren & Co. (M, I), Brouwerijstraat 2-4 AAlst 9300.

Apparel

23000 — BELGIUM — Leisure wear for boys and girls up to 16 yr. of age. Quote f.o.b. or c.i.f. Antwerp; catalogs, samples. Mr. Van De Walle, Mgn. Dir. of Dany N.V. (Producers, Importers, Exporters), Houten Schoen 38, 2700 Sint Niklaas.

Men's, boys' furnishings

23282 — GERMANY — Work aprons, work clothing. Franz Roeseler (I, D, exporter), 2 Hamburg 11, Boersenbruecke 2A.

23282 — ICELAND — Slacks; denim, corduroy; blue jeans. Exclusive distributor for all Iceland. Belgjagerdin H/FN, Attn: Mr. Gudmundur Jonsson (I, D, M), P.O. Box 875, Boltholt 6, Reykjavik.

Women's, misses', children's, infants' under garments

23412 — AUSTRIA — Women's and misses' underwear, mainly panties of nylon or other synthetic fiber fabric. Underwear should be of the lower-medium price range for sale through department stores in Hungary. Importer will provide letter of credit; requests offers with price quotation soonest. Ladislav G. Harmath (I), Engerthstrasse 102, A-1200 Vienna.

Miscellaneous apparel, accessories

23812 — GERMANY — Work gloves for men and women, made from woven fabrics, including leather-and-fabric combination. Commercial Section (File No. 31), American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1, West Germany.

23812 — GERMANY — Work gloves, inc. leather and fabric combination. Franz Roeseler (I, D, exporter), 2 Hamburg 11, Boersenbruecke 2A.

Fabricated textile products

23940 — MALAWI — Two hundred tarpaulins to cover open railway freight cars. Malawi Railways Ltd., Alan Baker, Gen. Mgr. POB 5144, Limbe.

23940 — PARAGUAY — Waxed canvas tarpaulins to protect grains, for resale to farmers. Vitrofer S.A. (I, D, M), Casilla Postal 527, Asuncion.

Logging camps, logging contractors

24110 — ITALY — Logs, lumber plywood for resale. Bracci E. Marzini Di Piero E. Mario Bracci E. Co. (I, D, R), 22/1 Via Della Coroncina, P.O. Box 136, 57100 Livorno.

Sawmills, planing mills

24210 — ITALY — Lumber, for resale. Bracci E. Marzini Di Piero E. Mario Bracci E. Co. (I, D, R), 22/1 Via Della Coroncina P.O. Box 136 57100 Livorno.

24290 — FRANCE — Wood shingles. Ste Roclaine (D), 7 Rue Du Cirque 75008 Paris.

Millwork, veneer, plywood, prefabricated structural wood items

24320 — FIJI — One half in. green veneer reeling tapes: specifications: drier temperature—300f, width tapes ½ in., length of reels—1800ft., veneer m.c. range—30 to 100 percent, reeling pressure only, veneer sheet sizes—6x3, 7x3, 8x3, 6x4, 7x4, 8x4, 9x4, 10x4, veneer thickness—0.6 mm to 1.6 mm. Requirements to be determined when quotes c.i.f. Suva received. Catalogs, descriptive materials requested Pacific international airmail. Veneers of Fiji Ltd. (I), P.O. Box 69, Labasa.

24320 — ITALY — Plywood, for resale. Bracci E. Marzini Di Piero E. Mario Bracci E. Co. (I, D, R), 22/1 Via Della Coroncina, P.O. Box 136, 57100 Livorno.

24324 — HONG KONG — Firm can use each month 5,000 pieces of ¾ in. 6 or 7 ply marine plywood in sizes of 3 x 6 ft. and 4 x 8 ft. Marine plywood needed for construction of forms in Hong Kong because high humidity will not allow use of plywood of lesser quality. Luen Tak Co. (I, D, Exporter), 709 Liu Chong Hing Bank Bldg., 24 Dex Voeux Rd., C. Hong Kong.

Household furniture

25110 — BELGIUM — Deluxe home furniture. Direct purchase & agency. Mr. P. Holemans, Mgr. plans to visit U.S. in August. Horas S.A. (I, D, R), 144 Ave. Louise, 1050 Brussels.

Office furniture

25210 — BELGIUM — Deluxe office furniture. Mr. P. Holemans, mgr., plans to visit U.S. in August. Horas S.A. (I, D, R), 144 Ave. Louise, 1050 Brussels.

Pulp mills, products

26111 — GERMANY — Wood pulp, special dissolving, for paper making. Arnold Otto Meyer (I, D), 2 Hamburg 1, Ballindamm 1-3.

Paper mills

26210 — GERMANY — Paper mill products, kraft paper, bleached kraft paper, filter paper. Arnold Otto Meyer (I, D), 2 Hamburg 1, Ballindamm 1-3.

26211 — PANAMA — Recycled newsprint for printing newspapers; not for resale. Requests offers as soon as possible. Star & Herald Co., Aristides Typaldos, Gen. Mgr. (Newspaper publisher), Box 159, Panama 1.

26211 — THAILAND — Newsprint paper, 50-52 grams/M^2 roll type, size preferably 21 1/2-43". Requirement c.i.f. Bangkok prices and samples; min. requirement 5,000 tons/year. Suksapan Panit, Attn: Mr. Kamthorn Sathirakul, Dir. (I, D, Printinghouse), Mansion 9. Rajadamnern Ave. Bangkok.

Converted paper, paperboard items

26416 — GERMANY — Polyethylene-coated paper. Arnold Otto Meyer (I, D), 2 Hamburg 1, Ballindamm 1-3.

26452 — TAIWAN — Lined pal (17.9 cm x 35 cm) used to wrap color pencils Pai Tai Industrial Co., Ltd. (I, D, M), 212-214 Nanking W. Rd., Taipei (101).

26462 — IVORY COAST — Separators for egg cases made of cardboard pressed and molded pulp or polyester in form of a tray capable of holding 30 eggs (five rows of six). Quote prices for lots of 250,000, 500,000, and 1,000,000; current price in Abidjan is 6 cents per separator. Direct purchase & agency. Micco (Maury Industrial and Commercial G) Attn.: Maury Eleini (I, D, R), Boite Postale 2831, Abidjan.

26491 — BAHAMAS — School stationery supplies including five-hole filler sheets for standard three-ring binders. Mr. Lisbon Higgs. Pres., Nassau Paper Co. Ltd. (I, A, D), P.O. Box N-4139, Nassau.

General commercial printing

27526 — PORTUGAL — Decalcomanias transfers heat type for textiles, durable washable, 100 percent colorfast. Mondex-Fabrica De Malhas Mondego, Lda. (M, I), Ruapedro Alvares Cabral, 205 - Rio Tinto.

Industrial chemicals

28180 — ISRAEL — A chemical product, preferably in form of spray, which contains asbestos, fiber glass, and other chemicals which, when sprayed on walls will make room sound-proof. I. Isacov Ltd. (I, M, A), Rehov Haavodah 37, P.O. Box 465, Bat Yam. Exclusive representation for whole of Middle East at later stage.

28181 — GERMANY — Additives for lubricating oil, gasoline. Hans Peter Graf, Contact: Herr Graf (I, D), 463 Bochum-Werne, Noerenbergstr. 43.

28182 — SOUTH AFRICA — Acetyl promazine B.P. grade, approximately 2000 grams per annum, required for manufacture of veterinary products. Milborrow & Co. (Pty) Ltd. (M, D), 16 Willowton Rd., P.O. Box 216, Pietermaritzburg.

28183 — GERMANY — Rubber processing chemicals. Schlubach & Co. GmbH (I, D), 2 Hamburg 1, Pelzerstrasse 13.

Synthetic materials

28211 — AUSTRALIA — Five in. Teflon, or equal PTFE tubing, approximately one eighth in. wall thickness for use in magnetic flow meters. Fifty ft. of above required immediately. Cable quotes to "Kentaus Sydney" or Telex "AA21146" Sydney. Kent Iustruments Pty. Ltd. (I, M, D), 70-78 Box Rd., Caringbah, N.S.W. 2229.

28211 — BELGIUM — Plastic rods (diameter: 4mm). Etablissements Jarbois (M, Importer), 2 Ave. Vanden Thorenlaan, 1160 Brussels.

28211 — SWITZERLAND — Polyethey-lene, other plastic films and foils in widths of 12 meters and more, treated against vapor and moisture, resisting ultra-violet rays, suitable for fabrication of plastic greenhouses used in intensive culture of vegetables and ornamentals. CBC Curchod, Baeriswyl & Cie, SA., Attn.: J. Curchod, Dir. (I, M), 1180 Rolle.

28213 — AUSTRALIA — PVC plastic film for bread wrapping. H. Y. Kwan (Australia) Pty. Ltd. Attn.: J. F. Kwan (I, wholesalers, indenters, exporters), 636-638 George St., Sydney, N.S.W. 2000.

28213 — ISRAEL — Polypropylene, polystyrene and polyethylene for injection molding of disposable syringes. Must be approved by FDA. Plastic protector tubing for hypodermic needles. Requests catalogs, prices, specifications, delivery time. Izmel Ltd. (M), Industrial Zone, Afridar, Ashkelon.

28213 — JAMAICA — High density polyethylene; polypropylene; polystyrene; polyvinyl chloride; soft polyvinyl chloride: 200,000 pounds of each resin. Quotations c.i.f. Kingston and availability estimates for each requested; orders over 18-month period could total two million pounds. Thermo-Plastics (Jamaica) Ltd. Contact: Irvine D. Weekes, VP (M), 45 Elma Crescent, Blvd P.A., Kingston. WTDR 5/72.

28213 — SPAIN— Polyamide, polyethylene, and polypropylene resins, thermoplastic. Elter, S.A. (I, D), General Mola 13, Madrid 1.

28214 — PARAGUAY — Monomer, liquid, drums. Carolina De Engel (I, A, D), Casilla Postal 720, Asuncion.

28214 — SPAIN— Polvester resins. Elter, S.A. (I, D), General Mola 13, Madrid 1.

28232 — SWITZERLAND — Monthly supply of 700 mt of viscose rayon yarn (artificial silk) on cones for January to December 1974, for re-export to East Germany. Offers in dollars c.i.f. Baltic port. Price possibly per kilo. Aiuto Trading AG. P.O. Box 117, 8032 Zurich. Attn.: Mr. Wirth (I, A), Postfach 117, 8032 Zurich.

28242 — PORTUGAL — Raw material for the production of polvethylene for the manufacture of packaging bags. Imene-Comercio De Maquinas E. Embalagem. Lda. (I, A), Rua Andrade Corvo 50-2 Dto., Lisbon Apartado 1071 (Picoas).

Drugs

28331 — THAILAND — Pharmaceutical chemicals, all types. Annual requirement approx. $40,000; requests price-lists, literature and other necessary details. Thai Japan Laboratories Co., Ltd. Attn.: Prasert Limpranartthevin. (I, M), 47 Sukhumvit Soi 59 (Boon Chana), Bangkok.

28332 — INDIA — Monoethanolamine for manufacturing chloramphenicol palmitate. Annual requirement five tons. Specification: ehtanolamine as per B.P. 1958, specific weight 1,024 at 20/20 degrees C, boiling point 170.5 degrees C, at 760 mercury pressure. Freezing point 10.5 degrees C, and should be colorless and clean. Quote c.i.f. Calcutta. L-active aminodiol for manufacturing chloramphenicol powder U.S.P. Annual requirement 16 tons in 1973 and 48 tons per year thereafter. Specifications: melting point 163 degrees C, moisture content maximum 0.05 percent, solution color maximum Z 2 or SO (in normal five pct. HCl solution as Ph. Hg. Vi. and powder color white or yellowish. Dey-Se-Chem Ltd. (M), 8 Rifle Range Rd., Calcutta-700019. Attn.: M. K. Chatterjee, Secretary.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28421 — TAIWAN — Grain fumigant in pellets or tablets to be used against insects which infest stored grain, processed foods. Ta Chi Cheng Trading Co., Ltd. (I, M, Exporter), P.O. Box 1751, Taipei.

28445 — AUSTRIA — Full line of cosmetics including creams, lotions, eye and lip preparations; perferably for delivery in the fourth quarter of 1973. Cosmetics should be of lower medium-price range with American brand name; importer will provide letter of credit. Requests offers with price quotations, samples of color, catalogs soonest. Merchandise destined for Czechoslovakia. Ladislav G. Harmath (I), Engerthstrasse 102, A-1200 Vienna.

Chemical products

28911 — SURINAM — Glue S.G. 1,285, visc. 2'-3' (open cup O. 4 mm) 39 deg. C PH7-8, resin 65% to be used in manufacturing of plywood and particle board. Bruynzeel Suriname Houtmaatschappij N.V. (I, D, M, exporter), Slangenhoutstraat, P.O. Box 1831, Paramaribo. Telex PBO 11.

Paving, roofing materials

29523 — FRANCE — Asphalt shingles. Ste Roclaine (D), 7 Rue Du Cirque 75008 Paris.

Fabricated rubber products

30691 — SPAIN — Full range of types, shapes, sizes, and materials of transmission belts, especially anything extraordinary. Suministros Beca (I, D, A), Simon Bolivar 22. 3, Bilbao. 13.

30697 — ISRAEL — Rubber pistons for disposable syringes, in sizes of 2cc, 5cc, 10cc and 20cc.; rubber nipples, rubber tubing for stethoscopes. Requests catalogs. prices, specifications, delivery times. Izmel Ltd. (M), Industrial Zone, Afridar, Ashkelon.

30698 — FRANCE — Protective rubber clothing (footwear, gloves. aprons. overalls). S.A. Turover (I. M), 24-26 Rue Gabrielle-Josserand, 93507 Pantin. WTDR 5/73.

30698 — GERMANY — Industrial rubber gloves. Franz Roeseler (I. D, Exporter), 2 Hamburg 11, Boersenbruecke 2A.

Plastic products

30790 — FRANCE — Plastic woodwork and moldings; sky dome plastic, (specialized ceiling material). Ste Roclaine (D), 7 Rue Du Cirque, 75008 Paris.

30792 — IVORY COAST — Separators for egg cases made of cardboard pressed and molded pulp or polystyrene in form of a tray capable of holding 30 eggs (five rows of six). Quote prices for lots of 250,000, 500,000, and 1,000,000; current price in Abidjan is 6 cents per separator. Direct purchase & agency. Micco (Maury Industrial and Commercial). Attn.: Maury Eleini (I, D, R), Boite Postale 2831, Abidjan.

30793 — GREECE — Copper-clad plastic laminated sheets for manufacture of printed circuits to be used in electric appliances. Initial order of approx. $10,000 with increase sales potential. Direct purchase and agency. N. Asteriadis (A, D, I), 54 Megalou Alexandrou St., Thessaloniki.

30793 — JAMAICA — Packaging components for 20,000 rigid plastic inhalers. Quotations c.i.f. Kingston. P. A. Benjamin Marketing Co., Ltd. (I, D), 97 East St., Kingston.

30796 — TAIWAN — Melomine plastic plates, 0.8-1.2 m/m in thickness, sizes 3 x 6 ft., 4 x 8 ft., quantity depends on prices and delivery. Catalogs requested. E. E. Co. (I, Exporter), 6, Lane 99, I-Tung St., Taipei (104).

30798 — GERMANY — Plastic work gloves for men and women; also for household and garden; disposable work gloves. Distributorship arrangement. Firm has large demand for gloves. Commercial Section (File No. 31), American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1.

30797 — JAMAICA — 20,000 small plastic measuring spoons. Quotations c.i.f. Kingston, P. A. Benjamin Marketing Co., Ltd. (I, D), 97 East St., Kingston.

Leather tanning, finishing

31113 — BELGIUM — Suede sheepskin for manufacturing winter garments. Quote c.i.f. Antwerp. Prosper Van Ginderdeuren, Mgr. Etablissementen Prosper Van Ginderdeuren & Cie (M, I), Brouwerijstraat 2-4 Aalst 9300. WTDR available.

Footwear, except rubber

31410 — SWITZERLAND — Fashionable, quality men's and ladies' shoes suitable for sale in boutiques. Direct purchase and agency. Seamount SA, Attn: Mr. Stamminger (I, R), Weissenbuhlweg 21A, 3007 Bern.

Leather gloves, mittens

31510 — GERMANY — All leather work gloves for men and women. Direct purchase & agency. Commercial Section (File No. 31), American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1, West Germany.

31510 — GERMANY — Work gloves, leather. Franz Roeseler (I, D. Exporter), 2 Hamburg 11, Boersenbruecke 2A.

31510 — SWITZERLAND — Quality leather handbags for sale in boutiques. Direct purchase & agency. Seamount SA, Attn: Mr. Stamminger (I, R), Weissenbuhlweg 21A, 3007 Bern.

Handbags, personal leather goods

31710 — SWITZERLAND — Quality leather gloves for sale in boutiques. Direct purchase & agency. Seamount SA, Attn: Mr. Stamminger (I, R), Weissenbuhlweg 21A, 3007 Bern.

Narrow fabrics, other smallwares mills

22411 — SPAIN — Full range of types, shapes, sizes, and materials of transmission belts, especially anything extraordinary. Suministros Beca (I, D, A), Simon Bolivar 22. 3, Bilbao. 13.

Yarn, thread mills, products

22810 — MOZAMBIQUE — Complete cotton yarn spinning mill with initial capacity 2000 mt yarn, capable expansion to 4000 tons, to be delivered c.i.f. Lourenco Marques, fully installed on turnkey basis except for plant buildings. Possible purchase larger capacity mill (up to 3000 tons) if price reasonable; seller to train local personnel, provide technical assistance on personnel and equipment matters, and supply spare parts and accessories. Marketing advice appreciated on types of yarn to be produced; sellers requested to quote prices as soon as possible, so buyer can visit sellers and make choice. Quotations, catalogs and descriptive material, should indicate timetable of delivery, installation, and production, as well as payment terms on deferred payment basis. Afonso Ferraz De Freitas (A), P.O. Box 1018, Ave. Manuel De Arriaga, 217-3 Rd. Fl, Lourenco Marques.

22813 — BURUNDI — Spun rayon yarn carded 28-/2 on cone spool. Dimensions spool: barrel 7.2x2 ins. dia. yarn 6.2 ins., ht yarn 6.8 ins. standard; used in the preparation of warp for manufacturing blankets. Goods should be securely packed in strong seaworthy cardboard boxes; please inform on weight and volume of boxes; specify net and gross weight. Prices c.i.f. transit Antwerp. Lovinco S.A., Dir. J. Ernemann (M), B.P. 585, Bujumbura, Burundi.

22813 — NIGERIA — Cotton yarn and spun rayon yarn. Will purchase about $500,000 worth of yarns annually. Fahid Dayekh (I, M, D), 28 Dantata Rd., Kano, Kano State.

22823 — FRANCE — Rayon & nylon yarn; acetate colored yarn. Atlantique Textiles (I, D), 39, Rue des Jeuneurs, 75002 Paris.

Textile goods

22970 — BELGIUM — Acrylic rovings for plain carpeting. Quote c.i.f. Antwerp. Prosper Van Ginderdeuren, Mgr. Etablissementen Prosper Van Ginderdeuren & Co. (M, I), Brouwerijstraat 2-4 AAlst 9300.

Apparel

23000 — BELGIUM — Leisure wear for boys and girls up to 16 yr. of age. Quote f.o.b. or c.i.f. Antwerp; catalogs, samples. Mr. Van De Walle, Mgn. Dir. of Dany N.V. (Producers, Importers, Exporters), Houten Schoen 38, 2700 Sint Niklaas.

Men's, boys' furnishings

23282 — GERMANY — Work aprons, work clothing. Franz Roeseler (I, D, exporter), 2 Hamburg 11, Boersenbruecke 2A.

23282 — ICELAND — Slacks; denim, corduroy; blue jeans. Exclusive distributor for all Iceland. Belgjagerdin H/FN, Attn: Mr. Gudmundur Jonsson (I, D, M), P.O. Box 875, Boltholt 6, Reykjavik.

Women's, misses', children's, infants' under garments

23412 — AUSTRIA — Women's and misses' underwear, mainly panties of nylon or other synthetic fiber fabric. Underwear should be of the lower-medium price range for sale through department stores in Hungary. Importer will provide letter of credit; requests offers with price quotation soonest. Ladislav G. Harmath (I), Engerthstrasse 102, A-1200 Vienna.

Miscellaneous apparel, accessories

23812 — GERMANY — Work gloves for men and women, made from woven fabrics, including leather-and-fabric combination. Commercial Section (File No. 31), American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1, West Germany.

23812 — GERMANY — Work gloves, inc. leather and fabric combination. Franz Roeseler (I, D, exporter), 2 Hamburg 11, Boersenbruecke 2A.

Fabricated textile products

23940 — MALAWI — Two hundred tarpaulins to cover open railway freight cars. Malawi Railways Ltd., Alan Baker, Gen. Mgr. POB 5144, Limbe.

23940 — PARAGUAY — Waxed canvas tarpaulins to protect grains, for resale to farmers. Vitrofer S.A. (I, D, M), Casilla Postal 527, Asuncion.

Logging camps, logging contractors

24110 — ITALY — Logs, lumber plywood for resale. Bracci E. Marzini Di Piero E. Mario Bracci E. Co. (I, D, R), 22/1 Via Della Coroncina, P.O. Box 136, 57100 Livorno.

Sawmills, planing mills

24210 — ITALY — Lumber, for resale. Bracci E. Marzini Di Piero E. Mario Bracci E. Co. (I, D, R), 22/1 Via Della Coroncina P.O. Box 136 57100 Livorno.

24290 — FRANCE — Wood shingles. Ste Roclaine (D), 7 Rue Du Cirque 75008 Paris.

Millwork, veneer, plywood, prefabricated structural wood items

24320 — FIJI — One half in. green veneer reeling tapes: specifications: drier temperature—300f, width tapes ½ in., length of reels—1800ft., veneer m.c. range—30 to 100 percent, reeling pressure only, veneer sheet sizes—6x3, 7x3, 8x3, 6x4, 7x4, 8x4, 9x4, 10x4, veneer thickness—0.6 mm to 1.6 mm. Requirements to be determined when quotes c.i.f. Suva received. Catalogs, descriptive materials requested Pacific international airmail. Veneers of Fiji Ltd. (I), P.O. Box 69, Labasa.

24320 — ITALY — Plywood, for resale. Bracci E. Marzini Di Piero E. Mario Bracci E. Co. (I, D, R), 22/1 Via Della Coroncina, P.O. Box 136, 57100 Livorno.

24324 — HONG KONG — Firm can use each month 5,000 pieces of ¾ in. 6 or 7 ply marine plywood in sizes of 3 x 6 ft. and 4 x 8 ft. Marine plywood needed for construction of forms in Hong Kong because high humidity will not allow use of plywood of lesser quality. Luen Tak Co. (I, D, Exporter), 709 Liu Chong Hing Bank Bldg., 24 Dex Voeux Rd., C. Hong Kong.

Household furniture

25110 — BELGIUM — Deluxe home furniture. Direct purchase & agency. Mr. P. Holemans, Mgr. plans to visit U.S. in August. Horas S.A. (I, D, R), 144 Ave. Louise, 1050 Brussels.

Office furniture

25210 — BELGIUM — Deluxe office furniture. Mr. P. Holemans, mgr., plans to visit U.S. in August. Horas S.A. (I, D, R), 144 Ave. Louise, 1050 Brussels.

Pulp mills, products

26111 — GERMANY — Wood pulp, special dissolving, for paper making. Arnold Otto Meyer (I, D), 2 Hamburg 1, Ballindamm 1-3.

Paper mills

26210 — GERMANY — Paper mill products, kraft paper, bleached kraft paper, filter paper. Arnold Otto Meyer (I, D), 2 Hamburg 1, Ballindamm 1-3.

26211 — PANAMA — Recycled newsprint for printing newspapers; not for resale. Requests offers as soon as possible. Star & Herald Co., Aristides Typaldos, Gen. Mgr. (Newspaper publisher), Box 159, Panama 1.

26211 — THAILAND — Newsprint paper, 50-52 grams/M² roll type, size preferably 21 1/2-43". Requirement c.i.f. Bangkok prices and samples; min. requirement 5,000 tons/year. Suksapan Panit, Attn: Mr. Kamthorn Sathirakul, Dir. (I, D, Printinghouse), Mansion 9. Rajadamnern Ave. Bangkok.

Converted paper, paperboard items

26416 — GERMANY — Polyethylene-coated paper. Arnold Otto Meyer (I, D), 2 Hamburg 1, Ballindamm 1-3.

26452 — TAIWAN — Lined pal (17.9 cm x 35 cm) used to wrap color pencils Pai Tai Industrial Co., Ltd. (I, D, M), 212-214 Nanking W. Rd., Taipei (101).

26462 — IVORY COAST — Separators for egg cases made of cardboard pressed and molded pulp or polyester in form of a tray capable of holding 30 eggs (five rows of six). Quote prices for lots of 250,000, 500,000, and 1,000,000; current price in Abidjan is 6 cents per separator. Direct purchase & agency. Micco (Maury Industrial and Commercial G) Attn.: Maury Eleini (I, D, R), Boite Postale 2831, Abidjan.

26491 — BAHAMAS — School stationery supplies including five-hole filler sheets for standard three-ring binders. Mr. Lisbon Higgs, Pres., Nassau Paper Co. Ltd. (I, A, D), P.O. Box N-4139, Nassau.

General commercial printing

27526 — PORTUGAL — Decalcomanias transfers heat type for textiles, durable washable. 100 percent colorfast. Mondex-Fabrica De Malhas Mondego, Lda. (M, I), Ruapedro Alvares Cabral, 205 - Rio Tinto.

Industrial chemicals

28180 — ISRAEL — A chemical product, preferably in form of spray, which contains asbestos, fiber glass, and other chemicals which, when sprayed on walls will make room sound-proof. I. Isacov Ltd. (I, M, A), Rehov Haavodah 37, P.O. Box 465, Bat Yam. Exclusive representation for whole of Middle East at later stage.

28181 — GERMANY — Additives for lubricating oil, gasoline. Hans Peter Graf, Contact: Herr Graf (I, D), 463 Bochum-Werne, Noerenbergstr. 43.

28182 — SOUTH AFRICA — Acetyl promazine B.P. grade, approximately 2000 grams per annum, required for manufacture of veterinary products. Milborrow & Co. (Pty) Ltd. (M, D), 16 Willowton Rd., P.O. Box 216, Pietermaritzburg.

28183 — GERMANY — Rubber processing chemicals. Schlubach & Co. GmbH (I, D), 2 Hamburg 1, Pelzerstrasse 13.

Synthetic materials

28211 — AUSTRALIA — Five in. Teflon, or equal PTFE tubing, approximately one eighth in. wall thickness for use in magnetic flow meters. Fifty ft. of above required immediately. Cable quotes to "Kentaus Sydney" or Telex "AA21146" Sydney. Kent Iustruments Pty. Ltd. (I, M, D), 70-78 Box Rd., Caringbah, N.S.W. 2229.

28211 — BELGIUM — Plastic rods (diameter: 4mm). Etablissements Jarbois (M, Importer), 2 Ave. Vanden Thorenlaan, 1160 Brussels.

28211 — SWITZERLAND — Polyetheylene, other plastic films and foils in widths of 12 meters and more, treated against vapor and moisture, resisting ultra-violet rays, suitable for fabrication of plastic greenhouses used in intensive culture of vegetables and ornamentals. CBC Curchod, Baeriswyl & Cie, SA., Attn.: J. Curchod, Dir. (I, M), 1180 Rolle.

28213 — AUSTRALIA — PVC plastic film for bread wrapping. H. Y. Kwan (Australia) Pty. Ltd. Attn.: J. F. Kwan (I, wholesalers, indenters, exporters), 636-638 George St., Sydney, N.S.W. 2000.

28213 — ISRAEL — Polypropylene, polystyrene and polyethylene for injection molding of disposable syringes. Must be approved by FDA. Plastic protector tubing for hypodermic needles. Requests catalogs, prices, specifications, delivery time. Izmel Ltd. (M), Industrial Zone, Afridar, Ashkelon.

28213 — JAMAICA — High density polyethylene; polypropylene; polystyrene; polyvinyl chloride; soft polyvinyl chloride: 200,000 pounds of each resin. Quotations c.i.f. Kingston and availability estimates for each requested; orders over 18-month period could total two million pounds. Thermo-Plastics (Jamaica) Ltd. Contact: Irvine D. Weekes, VP (M), 45 Elma Crescent, Blvd P.A., Kingston. WTDR 5/72.

28213 — SPAIN— Polyamide, polyethylene, and polypropylene resins, thermoplastic. Elter, S.A. (I, D), General Mola 13, Madrid 1.

28214 — PARAGUAY — Monomer, liquid, drums. Carolina De Engel (I, A, D), Casilla Postal 720, Asuncion.

28214 — SPAIN— Polyester resins. Elter, S.A. (I, D), General Mola 13, Madrid 1.

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Handbags, personal leather goods

31710 — SWITZERLAND — Quality leather gloves for sale in boutiques. Direct purchase & agency. Seamount SA, Attn: Mr. Stamminger (I, R), Weissenbuhlweg 21A, 3007 Bern.

Structural clay products

32530 — SINGAPORE — Ceramic wall tiles of size 4¼ in. sq., plain or colored with patterns. Urgently require around one million pieces to supply local developer. Requests lowest quotation c.i.f. Singapore. Singtaco (Pte) Ltd., Wee Kim Choon, Mng. Dir. (I, A, D), Golden Mile Tower, Beach Rd., Singapore-7. Cable address: 'Watasing'. WTDR 6/73.

Abrasive, asbestos, nonmetallic mineral products

32932 — PORTUGAL — Asbestos sheeting with perforated steel core supplied in rolls with width of 200, 250 and 300 mm and thickness of 0.75, 1.0 and 1.5 mm, respectively, for manufacture of motor gaskets. Juntas MJ-A Metalurgica De Juntas Para Motores De Explosao, Lda. (M), Figo Passado, Odivelas.

32950 — FRANCE — Special clays used for preparation of lubricants. Requires for re-sale 60 tons of calcinated sepiolite or attapulgite in granules; if satisfied would renew this purchase annually. SOBREP Attn.: Alexandre Dob (I, A, D), 24, Rue de Lisbonne, 75007 Paris.

32950 — SPAIN— Slag, or "Thomas Scories" for resale as agricultural fertilizer. Wishes forty to forty-five percent calcium and fourteen to eighteen percent two parts potash five parts oxygen. Arturo Castales-Aceval (I, A), Apartado 210. Gijon (Oviedo).

32960 — FRANCE — Fiberglass insulation. S.F.I.C. (I, D), 50 Rue De La Vanne, 92120 Montrouge.

Steel mill products

●33100—BOLIVIA—Drill rods; five units of 1200mm. x 40mm. x ⅞" HEX x 4¼"; five units of 1800mm. x 39mm. x ⅞" HEX x 4¼", with tungsten carbide inserts 19mm. high and 10mm. wide to drill very hard quartzite. Samples to be sent to Comibol's "Almacenes Generales". Oruro, to be tested as basis of Comibol's 1974 purchase. Certificate of test result will be forwarded to participating firms. Bid deadline July 30. Gerencia de Servicios Tecnicos, Corporacion Minera de Bolivia (COMIBOL), Casilla 349, La Paz.

33120 — ECUADOR — Low carbon steel wire rod for drawing wire, 1.000 m.t. per mo.; cold-rolled sheet metal in coils for expanded metal, 200 m.t. per mo.; and galvanized pipes for residential and semi-industrial use. Pipe sizes required: all sizes up to four in. in diameter; plus the pipe fittings such as elbows, T's, Y's, 45 degree elbows, etc. 400,000 linear ft. of pipe needed immediately and approximately 200,000 linear ft. will be needed monthly. Prices quoted should be c&f Guayaquil. Spanish correspondence preferred. Sr. Alvaro Alvarez P., Alvaro Alvarez Representaciones Cia. Ltda. (I. D, M), Apto. 4150, Quito.

33123 — FIJI — Tinplate sheets for manufacture of industrial drums and paint cans. Specifications: 155-lb. electrolytic tinplate mrt-3, tinplate ratio 0.5, 100 lb. electrolytic tinplate mrt-3. tinplate ratio 0.25. Requirements c.i.f. Suva for various plate sizes in 10 long strip shipments per plate size; initial annual estimate 100 tons. Catalogs and descriptive materials requested Pacific International Airmail. A.C.I. Harvey (S.P.) Ltd. (I, M. D). P.O. Box 1P95, Suva, Fiji and Pacific Islands.

33123 — GERMANY — Tinplate. Herbert A. H. Behrens (I), 2 Hamburg 1, Ballindamm 11.

Special Action

Each of the following direct sales trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

20310 — FRANCE — Crabmeat, canned, top quality; salmon, tinned, top quality. 50,000 cartons annually (48 tins each). Exclusive rights for distribution in France, preferably in Europe. Arthur B. Hairabedian, Director, to visit U.S. soon; would like to get preliminary contacts as soon as possible. Petrossian S.A. (I, A, D), 18 Bd De La Tour-Maubourg, 75007.

22811 — BURUNDI — Carded cotton yarn 28 a/2 on cone spool. Dimensions spool: barrel 7.2 x 2 ins, diam. yarn 6.2 ins, hgt. yarn 6.8 ins, standard; used in the preparation of warp for manufacturing blankets. Packed in strong seaworthy cardboard boxes, please inform on weight and volume of boxes. Specify net and gross weight; prices c.i.f. transit Antwerp. Lovinco S.A., Dir. J. Ernemann (M), B.P. 585, Bujumbura.

26472 — SOUTH AFRICA — 250 mt of single ply 21 gr toilet facial tissue paper in pastels or white and also 50 mt of 2 ply 2 x 16½ grs toilet facial tissue in pastels and white. Above quantity is monthly order. Hammaren Trading Co. (Pty) Ltd. (C. Gerry Maser) (I, A, D), P.O. Box 2652, Johannesburg. Telex: 430437 JH.

28210 — HONG KONG — High impact polystyrene for use in toy manufacture. Require 4.5 million lbs. Each month in July, August, Sept.; Good prospects of further sales. Kader Industrial Co. Ltd. (D, M, Exporter), Kam Hong St., North Point.

28313 — PORTUGAL — Polypropylene (raw material) low and high quality, polystyrene PVC and polyethylene for plastic industry. Requests prices, samples, literature. Sousa Valente & Ca., Lda. (I, A, D), Rue De Justino Teixeira, 601 Oporto.

28993 — PORTUGAL — Automotive chemicals: rust removers and rust resisting compounds; carbon removing solvents; corrosion preventive lubricants; defrosting fluids. B. De Magalhaes, Sucr. Lda. Avenida Diogo Leite, 122, Vila Nova De Gaia.

34331 — MALTA — Crude oil disposal incinerator; automatic smokeless combustion disposal of 10-12 tons of sludge every 24 hrs. Capable of handling batches 150-200 tons without shut-down; sludge contains considerable admixtures of crude oil, wood, cleaning rags, water in emulsion. Catalogs, c.i.f. Malta prices requested. Malta Drydocks Corp. (I. A, Engineering, Construction), The Docks, Malta.

35319 — SWITZERLAND — Construction equipment, novelty processes and systems used by construction industry. Stienen & Trohler AG. Attn.: Paul Trohler, Mng. Dir. (M, D, Engineer), Monbijoustr. 27, 3001, Bern.

35340 — SWITZERLAND — Automatic automobile parking equipment, controls, toll systems, ticket and coin dispensers, except parking meters. Stienen & Trohler AG, Attn.: Paul Trohler, Mng. Dir. (M, D, Engineer), Monbijoustr. 27, 3001, Bern.

35642 — PORTUGAL — Air and gas washers, dust collection, other air purication equipment SA & Castro (I, A, D), Rua Faria De Guimaraes, 365-1., Oporto.

36422—SOUTH AFRICA—Fluorescent light housing covers in various sizes, with various lighting angles/effects, for resale. Literature, prices, small cuts of sample for testing by engineering department requested immediately. Managing Director would like visit U.S. August to discuss possibility distributorship or manufacture under license. Buying decision will be based on speed of response to inquiry, delivery dates offered and quality; price of secondary importance; annual quantity needed approximates 100 000 sq. ft., value approximates $150 000. M. R. Enterprises (Pty.) Ltd., Attn: M. Radatt (I, A, D), P.O. Box 4109, Johannesburg.

36450 — SOUTH AFRICA — High power factory series ballasts, 220/250 volts, 430 ma line current, 0-63 amp, wattage 80. Ballasts required to light up 2 80 amp lamps with instant start h.p.s. (high power start). 30.000 units needed immediately, another 60.000 units by October/November 1973. For resale. Buyer's decision will be based on speed of response to inquiry, offered delivery dates, quality and service; price of secondary importance. Firm's mng. dir. wishes visit U.S. August to discuss possibility distributorship or manufacture under license; sales literature, prices and samples for testing by engineering department requested. M.R. Enterprises (Pty.) Ltd., Attn: M. Radatt (I, A, D), P.O. Box 4109, Johannesburg.

79480 — DOMINICAN REPUBLIC — Racetrack equipment: film patrol equipment (38613); photo finish equipment (38611); lighting systems for night races (36452); clinical analysis laboratory equipment (38112); escalators (35340); stadium and bleacher seats (25312); racetrack starting gates; veterinary hospital equipment; pari-mutuel betting machinery (35731); general computers; air conditioning equipment (35850); specialized racetrack cleaning equipment; decorative materials. Project is for new one mile oval racetrack with two extensions of a furlong at each end. Required equipment totals $2 million. Eventos Deportivos, C. Por A., Attn: Salomon Sanz, Pres., Santo Domingo.

33123 — INDONESIA — Tin plate, assorted wastes, thickness 0.22-0.24 mm. Needs 120 tons annually, wants sample. Repeat orders can be expected. P. T. Everbrite Battery Factory (M), Jalan Rasak 7, Medan, No. Sumatra.

33123 — MOZAMBIQUE — 6,000 m.t. of hot-rolled strip in coils corresponding to Japanese Industrial Standard Specifications: JIS 3132 unpickled, unoiled, slit edge, without fish tail, thickness tolerance JIS-G-3193-1970, table 4-2 with tolerance JIS-G-3193-1970 table 6-C, coil inside diameter about 20-24-28, 5 in. at mill's option, coil max. weight 2 m.t. Strip for delivery to galvanizing pipe plant till June 1974. Additional 1,500 tons may be ordered before then. Quote prices c.i.f. Lourenco Marques, including three percent commission. Payments by letter of credit or d/a 180 days. J. M. Simoes, Lda. (A, D, I), P.O. Box 1565, Ave. Gen. Machado, 32 S/Loja, Lourenco Marques (1). WTDR 6/73.

33123 — PARAGUAY — 150 m.t., tinplate sheets, electrolytic, prime quality, basic weight 90 lbs., for corned beef canning, 18'⅞" x 28'¼", 19'½" x 28", 21'⅛" x 26'¾", f.o.b. prices Astillero San Jose (A), Calle Tte. Kanonnikof Y Laguerenza, Asuncion.

33123 — PORTUGAL — Tinplate, seconds, assorted guage and size. Requests prices; if quotations acceptable, orders may vary from minimum of 1,000 metric tons per mo. Sousa Valente & Ca., Lda. (I, A, D), Rua De Justino Teixeira, 601, Oporto.

33126 — LEBANON — Black steel piping to ASTM 120, schedule 14 standard and galvanized piping to same standard. Size requirements from one-half in. to six ins. Does own installations; needs piping for larger industrial/commercial installations; expects to import in 10-20 ton lots. Heating & Air Conditioning Enterprises (I, A, M), Kayssi Bldg., Georges Picot St., P.O. Box 5635, Beirut. Bernard White, Export Mgr.

33127 — GREECE — 6 to 8 thousand tons per yr. of low carbon (0.008 per cent to 0.2 per cent) HR or CR steel 1000 mm wide, 0.5 to 5.0 thick, tensile strength 70/75 kgs/mm$_2$ to 30 kgs/mm$_2$, yield stress 70 kgs/mm$_2$ to 20 kgs/mm$_2$, and elongation 80mm: 1 percent to 40 percent. Steel to be used in manufacture of quick coupling irrigation pipes. Macmetal, S.A. (M), 21 Dodekanisou St., Thessaloniki. WTDR 4/73.

33127 — JAMAICA — 600 short tons of steel coils for cold roll forming in three shipments of 200 tons each. Specifications: pickled and oiled, galvanized (breakdown by tonnage for finishes not available), 14 gauge, 12 and one half in. width; 14 gauge, 10 and one half in. width; 20 guage, 8 in. width. First delivery for October, 1973 and remaining spaced at about 4 mo. intervals. Request c.i.f. Kingston quotes, including resale discount, if any. Western Enterprises Ltd. (I, A, R), 10 Foxlaw Ave., Kingston 10.

33127 — MOZAMBIQUE — 10,000 m.t. of cold-rolled sheets in coils corresponding to Japanese Industrial Standard Specifications: G-3141 SPCC SD dull finish class one unoiled, annealed or equivalent. Coil inside diameter min. 478 max. 508 mm; outside diameter max. 1100 mm; max. weight per coil five m.t.; width 762 mm or 914 mm; thickness 0.25, 0.30, 0.4, 0.5, 0.6 mm. Sheets for delivery to galvanizing sheet plant from January to December 1974; additional 2,000 tons may be ordered before June 1974. Quote prices c.i.f. Lourenco Marques, including three percent commission. Payments by letter of credit or d/a 180 days. J. M. Simoes, Lda. (A, D, I), P.O. Box 1565, Ave. Gen. Machado, 32 S/Loja Lourenco Marques (1). WTDR 6/73.

33127 — PARAGUAY — Steel plate, Thomas commercial, ¼", 3/16", ⅛", 5/16"; not for resale. Astillero San Jose (M), Calle Tte. Kanonnikof Y Laguerenza, Asuncion.

33156 — AUSTRALIA — 2-ply galvanized wire netting, 2 sizes (1) 42" x 1½" x 17 gauge. (100 rolls at 100 yards equal approx. 7.1 tons.) (2) 12" x 1½" x 17 gauge. (100 rolls at 100 yds. equal approx. 2.3 tons.) Put up: 100-yd. rolls. Ordering quantity: 500 rolls. Standard galvanized fence wire, two types: (1) 8 gauge (approx. 587 yds. — ⅛ mile per coil, 19 coils equal 1 ton.) (2) 10 gauge (approx. 880 yds.—⅛ mile—per coil, 20 coils equal 1 ton.) Ordering quantity: 20 tons, each type. Black varnished. "star" section, steel fence posts. length: 5'6", hole spacing: 1", 5", 4", 4", 2½", 4½", 3", 3", 3½", 2½", 3½", 2½", and 3". Packing: 10 pcs. per bundle. Weight: 4000 pcs. equal approx. 13.75 tons. Ordering quantity: 20,000 pcs. Advise best c.i.f. Sydney price and earliest delivery. Specifications & prices per other types fencing wire, wire netting, and fence posts, welcome. Repeat orders likely. F. Perot & Co. (I, A), Box 4067, G.P.O., Sydney, N.S.W. 2001.

33176 — ISRAEL — Stainless teel tubing for hypodermic needles. Requests catalogs, prices, specifications, delivery time. Izmel Ltd. (M), Industrial Zone, Afridar, Ashkelon.

Rolling, drawing, extruding of nonferrous metals

●**33500 — AFGHANISTAN** — Supply of armored, lead-sheathed, paper-insulated cables and P.E. sheathed insulated cables for expansion of automatic telephone system; all accessory equipment such as distribution boxes, terminal heads, joint sleeves, cabinets, material for subscriber lines, loading coils and capacitor boxes is to be included. Tender No. 9; bid deadline August 31. Specifications available from Copper, Lead and Zinc Program, BCABP-458, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2438).

33512 — FRANCE — Pipes and tubes for automobile industries and sanitary installations. Piping in sizes 10x1, 12x1, 14x1, 16x1, or inch equivalents requested for transformation and distribution throughout France. Direct purchases by twenty m.t. lots. Descriptive literature, price quoations c.i.f., f.o.b. requested. Correspondence in French. Supervo SA (I, D), Chemin 9, 31550 Cintegabelle.

33571 — GERMANY — Bare wire, diameter 0.3 mm, for reinforcing paper, plastic, and rubber. For packaging purposes; resale. Delivery desired as soon as possible; replies requested immediately. Horst Donauer, Contact: Herr H. Donauer (I, A, Engineering), 5 Koeln 71, Pater Dionysiusstr. 8.

33574 — NETHERLANDS — 250 kilometers of rg 59 B/U coaxial cable, color, white. Immediately for resale. RCI B.V. (I, D), Postbus 1041, Den Haag Laan Copes Van Cattenburgh 84.

Primary metal industries

33919 — SOUTH AFRICA — Horseshoes for farm use; also muleshoes. For resale on wholesale basis. Bulbring Bros. (Pty.) Ltd. (I, D), Neave Township, P.O. Box 14002, Port Elizabeth Cape Province.

Cutlery, hand tools, general hardware

34232 — FRANCE — Hand and edge tools. Marmont, S.A. (I, A, D), 22, Rue Robert Witchitz, 94201 Ivry-Sur-Seine.

34232 — FRANCE — Hand tools for special use in construction work. Request price quotations c.i.f. French port. Bloch & Cie., S.A. (I, D), 81 Rue Dillzach, Boite Postale 1091, 68052 Mulhouse.

34294 — FRANCE — Builders hardware. Requests price quotations c.i.f. French port. Bloch & Cie., S.A. (I, D), 81 Rue Dillzach, Boite Postale 1091, 68052 Mulhouse.

Heating apparatus, plumbing fixtures

34330 — BELGIUM — Electrical heating systems which are incorporated into floors for use in residential and industrial buildings. Quote c.i.f. Antwerp. Belgium uses 200 volts. F. Verschuerengeneral, Mgr., Necap N.V. (installs acoustical and thermal insulation), Montevideostraat 5, 2000 Antwerp.

34333 — BELGIUM — Low pressure steam boilers, maximum 0.5 ATO to serve as warm water tanks, 100 C. maximum capacity: 500,000 to 5,000,000 KCAL/H; quantity: 50 to 60 units annually. Desires offer from East Coast producers to keep transport costs down. Quote c.i.f. or f.o.b. Antwerp. Catalogs urgently requested. Jules Troch (importer & installer), Dorp-Oost 120 A, 9130 Lochristi.

34336 — BELGIUM — Domestic incinerators. Direct purchase & agency. Quote prices and send catalogs as soon as possible. Charles Haerens (M), Koopvaardijlaan 142, 9000 Ghent.

34336 — BELGIUM — High resistance incinerators to dispose of industrial waste such as polyurythane foam, paper, fibers, etc. Make offers and quotations for several types of capacity. Pierre de Letter, Mgr., Container Transporters of Industrial Waste Prinses Jos. Charlottelaan 9/1, 9200 Wetteren.

34336 — GERMANY — Unit heaters, infrared gas fired and other heating equipment. Schwank GmbH, Contact: Herr Vogel (M, D, I), 5 Koeln 60, Bremerhavener-Str. 43.

Fabricated structural metal products

34434 — GREECE — 10,000 oxygen and 4,000 acetylene cylinders of 8 cf capacity. This is first part of $700,000 expenditure for purchase of cylinders for new oxy-acetylene producing plant, to be established at Larissa. Psychrotherm-Hydrothermiki Oete (M), 82 Mitropoleos St., Thessaloniki. WTDR on request.

34434 — INDIA — 50 chlorine liquid containers of welded construction, 1600 lbs.; nominal water capacity 2'-6" I/D 6'-1½" x 6'-1½" overall length with shell of 10 mm minimum thickness and ends pressed out of ½" thick plates conforming to BS-1501/151, grade 26A, or SA 515 grade 60 boiler quality plates; each container should have two eduction (dip) pipe valves, protecting dome, and suitable adapters for two chlorine valves with 1" BS-341 NPT threads. Each container should also have two mild steel blind plugs. The Madhavnagar Cotton Mills Ltd. (M), Madhavnagar (S.C. Railway), Maharashtra.

Screw machine products

34521 — GERMANY — Bolts, nuts, other standard industrial fasteners; for resale. Wat-Schrauben Industriebedarf GmbH & Co. KG, Contact: Herr Branckhoff (I, D, exporter), 464 Wattenscheid, Postfach 390, Mausegatt 18-20.

Engines, turbines

35191 — PARAGUAY — 60 motor generators, gasoline, 2 to 5 HP. Vitrofer S.A. (I, D, M), Casilla Postal 527, Asuncion.

Farm machinery

35227 — GERMANY — Lawn and hedge shears, battery operated; quantity: 8,000 per yr. Delivery requirements: c.i.f. European port. Gebr. Brill, Contact: Herr Schemmer (M, I, D), 56 Wuppertal 11, Postfach 110375.

Construction, mining, materials handling machinery, equipment

●35300 — ZAMBIA — Complete plant to manufacture 100,000 tons annually of metallurgical coke from coal. For further technical information interested U.S. firms should write directly to Dr. Gheorghe A. Vanci, Mindeco Ltd., P.O. Box 90, Lusaka, with copies to T.A.D. Moskwa, general manager, Broken Hill Division, Nchanga Consolidated Copper Mines, Box 45, Kabwe.

35313 — SINGAPORE — Spare parts for construction of tractors. Chop Eng Lee (Lim Cheng Teng, sole proprietor) (I, D, R), 4 Horne Rd., Singapore 8.

35314 — MALAWI — One nine-ton crane on wheels. Malawi Railways Ltd., Alan Baker, Gen. Mgr. POB 5144, Limbe.

35318 — ARGENTINA — Two 60 ton bulldozers with blades over 6 ft. for use in construction of hydroelectric project. Bulldozers needed urgently to help speed up work on project which is now behind schedule. Quality of units and speed of delivery, (probably within three months) will play important role in purchase decision. Vialco S.A. Constructora, I.C.F. E Inm. (construction), Av. Paseo Colon 823, Buenos Aires.

35318 — AUSTRALIA — Lightweight, truck mounted, log loading device. Required to load logs of 6 in. dia., 40 ft. long from ground onto semi trailer. Arthur J. Straker, S. & S. Timbers Pty. Ltd. (Sawmill Operator), Chatsworth Rd., Gympie, Queensland 4570.

35318 — TAIWAN — Secondhand bulldozers and backhoes, to be imported for repair and for resale or re-export. Reference types: Caterpillar bulldozers D 9G, D7E-47A, D 6C-26K, D 6C-41A. Caterpillar backhoes 950, 73G, 966C, 955K-71J, 977K-70J. Quantity: more the better. Quote prices Keelung Taiwan as soon as possible. Urgent need for items. Unimpex (Taiwan) Enterprise Co. (I, exporter), P.O. Box 55-519 Taipei.

35319 — FRANCE — Light machinery, equipment for use on building sites and construction yards. Requests price quotations c.i.f. French port. Bloch & Cie., S.A., (I, D), 81 Rue Dillzach, Boite Postale 1091, 68052 Mulhouse.

35319 — PARAGUAY — Cutting edges, abrasion resistant steel; for graders, loaders, bulldozers, scrapers, etc. L. A. Frutos, Interpar S.A. (I, A, D), Calle Pte. E. Ayala 399, Asuncion.

35324 — ARGENTINA — Two crawler type rock drills capable of 40 meter penetration used in underground tunnel construction for hydroelectric project. Crawler mounted drills urgently needed; quality of units and speed of delivery, (probably within three months) vital in purchase decision. Vialco S.A. Constructora, I.C.F. E Inm. (Construction), Av. Paseo Colon 823, Buenos Aires.

35340 — GREECE — Nine complete elevators for installation in hotels. 4 eight-person units with automatic doors, 13-stop automated duplex controls, speed of 1.2 meters per second; 3 five person units with 13-stop, speed of 1.0 meter per second, automatic upward and downward simplex control; one service elevator with 650 kilo/9-person capacity, 0.8 meter per second speed, 13-stop automated upward and downward simplex control: one two-stop freight elevator with 750 kilo capacity and 0.5 meter per second speed. Automated controls not required for later unit. Client requests per unit and itemized prices by part; estimates above order at approx. $150,000. Installation to be completed by local engineer from plans. Elias A. Soteriou (I, D), 35 Vasileos Constantinou St., Thessaloniki.

35370 — MALAWI — One 6000-16 capacity fork lift truck. Malawi Railways Ltd., Alan Baker, Gen. Mgr. POB 5144, Limbe.

Metalworking machinery

35423 — PARAGUAY — Not for resale, hand operated or semi-automatic hand feeding machine to produce round head, square neck carriage bolts and machine or hexagonal bolts, BSW thread, 1010 grade steel, 1/4' to 1" cold and hot material, 10 units per min. Also interested in producing nuts for above bolts. Lincoln S.A. (I, D, R), Calle Cerro Cora 254, Asuncion.

35452 — GERMANY — Precision measuring tools. Guenther Weissenfeld. Contact: Herr G. Weissenfeld (I, D), 563 Remscheid, Postfach 101071.

35481 — ECUADOR — HMC (Heat Machinery Corp.) or equivalent fuel fired flash baker for drying and baking wire and rods at 10,000 feet above sea level, with a capacity of 6 to 10 pin loads (1,500 to 2,000 kgs) per hr. Baking time: 6 to 8 min. for rods, 8 to 10 min. for wire; temperature: 100 to 300 deg. F. Price quotations c&f Guayaquil. Alvaro Alvarez P., Alvarado Alvarez Representaciones Cia. Ltda. (I, D, M), Apartado 4150, Quito.

35481 — GREECE — A) Slitting machine for low carbon (0.008 p.cent to 0.2 p.cent) hot-rolled or cold-rolled steel sheets of 0.5 to 5 mm thickness adapted for zero to 100 mm wide sheets, minimum slit coil width of 50 mm and maximum 471 mm. annual slitting capacity 25,000 MT. B) Simplified 4-high single stand cold rolling mill to roll low carbon steel (C; 0.20 p.cent max) up to 40 in. wide, reserving. Must cold reduce up to 75 percent with capacity to roll approx. 20.000 mty. as follows: 15,000 mty by cold rolling 55-70% 2,000 mty by cold rolling 25-30% (one pass) 3,000 mty by cold rolling 50-60%. Mill must be equipped with entry and exit reels, as well as necessary electric and cooling installations. C) Roll grinding machine for above specifications. D) Tube rolling machine without welding, min. dia. 50 mm, maximum 250 mm, thickness 0.6 mm to 2.5 mm. Macmetal, S.A. (M), 21 Doedekanisou St., Thessaloniki.

35482 — FRANCE — Power driven handtools. Marmont. S.A. (I, A, D), 22 Rue Robert Witchitz, 94201 Ivry-Sur-Seine.

35485 — INDIA — Eight automatic paper pins and clips making machinery capable of manufacturing 180 to 250 pins per min., and 220 clips per min. Fixoclip (M), 2 Dhutpapeshwar Prasad, Mangalwadi, J. Shankershet Rd., Bombay 400 004.

Special industry machinery

●35500 — INDIA — Ten seamless solid drawn steel cylinders (gas capacity: 150 cu. ft.), for filling acetylene gas. Tender number 1391/BPO/PR/11 081/W-1943; bid deadline August 9. Chief Purchase Officer, Beas Purchase Org., Talwara Township, District Hoshiarpur, Punjab. When received, specifications available on a short-term loan basis to firms domiciled in the U.S. from Transportation and Capital Equipment Div., BCABP-464, U.S. Dept. of Commerce, Washington, D.C. 20230, (202-967-5593).

●35500 — MALAYSIA — Supply and installation of one 200-ton testing machine set for compressive, transverse and flexural strength testing of concrete, bricks, blocks and related materials. Electrical operation, mains supply either 240V, 50HZ and single phase or 400-440V, 50HZ and three phase. Tender No. SIM/F/33/005; bid deadline August 1. Director, Standards Institute of Malaysia, 4th floor, Wisma Damansara, 5 Jalan Semantan, P.O. Box 544, Kuala Lumpur 23-03, Malaysia. Tender documents (set of three) obtainable from above address upon payment of M$6 (check) made out to Director, Standards Institute of Malaysia. Additional copies M$2 each.

35521 — PAKISTAN — Textile spinning machinery for 12,500 spindles—complete, integrated plant. Average count 30. Requests quotations and indication of delivery period. K. M. Basheer, Chairman, Hyesons Industries (M, I), Dockyard Rd., West Wharf, Karachi.

35521 — TAIWAN — One million pirns (bobbins) with replaceable plastic sleeves (stainless teel core), 450mm in length. Products to be imported for resale. Quote competitive prices with catalogs, price lists as soon as possible, as purchase is expected to be completed within month. Hand Sum Enterprise Co., Ltd. (I, D), 6th Fl., 114 Nanchang Rd., Sec. 1, Taipei (107).

35531 — GERMANY — Woodworking machinery such as parquet flooring machines, wood carving machines, cut timber dryers; for export to Ecuador. Requests c.i.f. Ecuadorian harbor; offers should be submitted as quickly as possible. Gottfried Schober (consultant), 415 Krefeld, Oberbruchtstr. 152.

35540 — YUGOSLAVIA — Machinery to equip new plant for annual production 2,000 tons (11 mil. sq. m.) wallpaper following types: wallpaper, washable ornamented surface wt. 90-100 grams per sq. cm. 200 tons; "middle quality" wallpaper 1,000 tons; wallpaper, deeply printed ornamented surface 400 tons. Designers want equipment for laying base, for designing, for cutting, for paint preparation, for heating of rollers, 300 print rollers, auxiliary equipment plus engineering within $700,000 (included insurance and freight but not customs at Yugoslav Adriatic Port). Jugoturbina-Commerce (Import-Export branch of Jugoturbina, Karlovac) (I, Exporter), Vlaska 109, 41000 Zagreb.

35551 — AUSTRALIA — Printing press. Firm requires information on web offset or rotary letter press; required to print tabloid size weekly newspaper averaging 24 pages and magazines to min. measurements 10 in. by 8 in.; capable of up to 100,000 runs in 2 color line books up to 400 pages, of minimum size 7 in. by 5 in. A. J. Millard, Printing Mgr., Leader Press (Printer), 541 Ann St., Brisbane, Queensland 4000.

35591 — BELGIUM — Grinders (masticators) for use in chemical toilets and similar sinks. Firme R Vandamme (I, R), 14 Val Des Rois, 5150 Wepion.

35593 — INDIA — Machinery for rotational moulding of plastic products such as plastic tanks, other items up to the capacity of 1,000 gal. (one U.S. gal. 3,785 liters). Lalichandra Maganbhai Patel & Co. (A, D, M), "The Elampeeco", Lokmanya Tilak Rd., Baroda 5, Gujarat. Attn: Bhupendra M. Patel.

35593 — PARAGUAY — Equipment to produce monomer and monomeric acrylic. Carolina De Engel (I, A, D), Casilla Postal 720, Asuncion.

35595 — BELGIUM — Concrete bldg. bl. mach. and equip. to dry blocks and pack them. Specification for bls: sizes ranging from 19 x 19 x 39 hollow, 14 x 19 x 39 hollow, 9 x 19 x 39 hollow and full, 19 x 19 x 29 hollow, 14 x 19 x 29 hollow, 9 x 19 x 29 hollow and full. Capacity: Maximum; only interested in stationary machinery. Quote prices of machine and equipment separately, also c.i.f. Antwerp. Mr. M. Verjans P.V.B.A. Maasland (I, M), Kapelstraat 17, 3610 Diepenbeek.

35595 — GERMANY — Machinery: pneumatic driven stitching machines and heads for reinforcing. For resale. Delivery desired as soon as possible; replies desired immediately. Horst Donauer, Contact: Herr H. Donauer (I, A, Engineering), 5 Koeln 71, Pater Dionysiusstr. 8.

35595 — KENYA — One automatic molding machine or six manual machines. The Novelty Indus. (I, M), P.O. Box 46350, Nairobi.

35595 — NIGERIA — Cold process precured tread retreading plant and rubber supplies to handle up to 100 tires per 8 hour shift (80 commercial vehicle and 20 passenger car tires). Wallace H. W. Lee, Gen. Mgr., City Retreading Service (I, M), Freeman St., Lagos.

35595 — THAILAND — A complete plant for manufacturing cellulose, PVC, kraft paper, other types of adhesive tapes, both self-adhesive and water-activated. Equipment to be new or reconditioned. Specific details regarding qaulity, other requirements will be furnished to interested firms. The Direct Trading Corp., Ltd., Attn.: J. M. H. Deeley (I, D, A), 9th Floor, Shell House, 140 Wireless Rd., Bangkok.

35595 — THAILAND — Machine to produce tooth-picks. Detail of specifications and technical assistance required. Requests c.i.f. Bangkok prices. Catalogs, literature. Ngow Jung Meng Co., Attn.: Mr. Pae Sae Ngow, Proprietor (D, R), 705-6 Pho-Klang Rd., Amphur Muang, Nakorn Rajsrima.

35595 — ZAMBIA — Non-electrical brick making machinery. Each machine capable of producing between 20,000 and 25,000 bricks per mo.; machinery should be petrol or diesel driven. Rucom Indust. Ltd., (I, M. D), P.O. Box 800 Lusaka, Attn.: O. Chama.

General industrial machinery

35620 — BELGIUM — Ball and roller bearings. Interested in contacting wholesalers and export agents only. Direct purchase & agency. S.P.R.L. C. M. Evrard (I, A, D), 28 Rue Janson, 6180 Courcelles.

35642 — BELGIUM — Air and water purification equipment, industrial. W. Verdyck, dir. Marketing, MP (Marcel Peeters) N.V. (building contractors), 12 Plantijn en Moretuslei, 2000 Antwerpen.

35660 — BELGIUM — Pillow blocks. Direct purchase & agency. Interested in contacting wholesalers and export agents only. S.P.R.L. C. M. Evrard (I, A, D), Rue Janson 28, 6180 Courcelles.

35662 — GERMANY — Transmission elements. Amsted-Siemag Kette GmbH. (A, D, I), 524 Betzdorf, P.O. Box 120.

35662 — NEW ZEALAND — Torque converter drives with power shift transmission to give automatic gear shifting. Gear ratios and final drive reduction of manual box: High 1-1; 2nd 1.85-1; low 4.30-1; rev. 3.85-1; final drive 3.07-1. Required for manufacture of small capacity for fork lift truck. T. B. Hampton & Co. Ltd., Attn: Michael Dunne, Sales Mgr. (I, A, D), P.O. Box 378 Christchurch.

35670 — POLAND — Furnaces for burning and/or melting rubber waste materials in rubber factories. Design Office for Rubber Industry (Biuro Projektow Przemyslu Gumowego) Bracka St., 6/8, Warsaw.

35690 — COLOMBIA — Firm interested in obtaining all information regarding trash and garbage compaction system to be installed in large supermarket to be built in near future. Mr. Juan Pizano, Mgr., Pizano Pradilla Caro Restrepo Ltda. (Engineers-Architects), Calle 16 No 6-34 Piso 11 Bogota.

35690 — GERMANY — General industrial machinery and equipment. Complete installation for the production of charcoal briquettes. Burgimpex Vertrib (A, D), 3167 Burgdorf/Hanover, Vor Dem Celler Tor 47-49.

35690 — GREECE — Complete equipment for small plant producing 200-300 cm of oxygen and 50-60 cm acetylene per 8-hrs., to be bottled for industrial use. Psychrotherm-Hydrothermiki Oete (M), 82 Mitropoleos St., Thessaloniki, WTDR on request.

Office, computing, accounting machines

●35700 — GERMANY — Items in computer system and peripheral fields sought by firms presently carrying American computer products. Complementary items are sought to expand current line. All replies should be directed to Commercial Officer, U.S. Consulate-General, Economic-Commercial Sec., 2-4 Bockenheimer Landstr., 6000 Frankfurt/Main.

●35700 — MALAWI — Supply of 300 hanging spring scales for baby weighing; must be calibrated both pounds and kilograms. Bid deadline not indicated. Tender documents available from Senior Planning Officer, Ministry of Health, P.O. Box 351, Blantyre. Suggest potential suppliers contact Ministry of Health as soon as possible.

35720 — HONDURAS — Manual and electric typewriters, new and reconstructed, Spanish keyboard. Francisco J. Yones (I, D, R), San Pedro Sula. Apartado Postal No. 39, San Pedro Sula.

35741 — HONDURAS — Electric office machines, E.E. adding machines, calculators, new and reconstructed. Francisco J. Yones (I, D, R), Apartado Postal No. 39, San Pedro Sula.

35741 — JAMAICA — 2,000 knocked-down kits of small electronic calculators for reassembly in Jamaican plant. Quotations: C.i.f. Kingston. WTDR 6/73. Staples Electronics Ltd. (I, M), P.O. Box 124, Kingston.

35760 — AUSTRALIA — Coin-operated personal weighing machines. Wishes initially to purchase one machine to assess prospects for Australian market; if satisfactory could become regular purchaser and seek agency. John R. Heaps, Chippindall Pharmacy (I, A), Bourbong St., Bundaberg, Queensland 4670.

Service industry machines

35860 — MEXICO — Measuring pumps used in gasoline service stations for dispensing gasoline, oil, and grease, fuel measuring devices, pump hoses, lubricating devices. Petroleo Y Sus Derivados SA (I, D, R), Calle Segunda Oriente No. 607, CD. Delicias Chih.

35892 — BELGIUM — Complete installation of waste water treatment or effluent control and recycling of rinsing water plus or minus 50 M3 per hr. Requests offers, catalogs as soon as possible. Mr. Rommel, Mgr. Bell Telephone Manufacturing Co., Ghent Div. (M, I), Gasmeterlaan 176, Ghent 9000.

35892 — MEXICO — Automatic car washing equipment for gasoline service station. Plans to install equipment soonest. Plans to purchase immediately if quality and price agreeable. Petroleo Y Sus Derivados SA (I, D, R), Calle Segunda Oriente No. 607, CD Delicias Chih.

Electric transmission, distribution

36134 — SWEDEN — RF-fuse, RF-limited or an automatic RF-switch to protect electronic measuring equipment against high RF-power. Fuse/limiter must resist input levels up to 50 W, but not give out more than 10 MW (plus 10dbm/50 ohm). Frequency range 10 MHZ—12 4 GHZ (at the moment the most important range is 150 MHZ—250 MHZ and 450 MHZ—900 MHZ). Good frequency response is a demand: it must be better than 0.5 DB. The reaction of fuse must be very fast. Televerkets Centralforvaltning (Central Administration of Swedish Telecommunications). S-123 86 Farsta.

Electrical industrial apparatus

36215 — ITALY — Gasoline and diesel generators from 0.5 to 6 KW, from 5 to 300 KW, 220/380 VAC, 50 cycle for resale. Monsurro' Mario (M), Via Del Sorriano 84-86 Casoria (Napoli).

Household appliances

36330 — GERMANY — Drying equipment, electric and gas. Schwank GmbH, Contact: Herr Vogel (M, D, I), 5 Koeln 60, Bremerhavener-Str. 43.

36393 — GERMANY — Disposers, waste food, household. Kalormess KG, Attn.: Mr. Wolff (I, A, D), 2 Hamburg 39, Kapstandtring 10.

Radio, television receiving sets

36510 — TURKEY — Wishes to obtain descriptive materials, price quotations for various sizes blank cassette cartridges with plastic outer cases. Yesua Sigura (R), Cumhurivet Bulvari 58/407, Izmir.

36514 — VENEZUELA — Tape players for minimum 20 hrs. uninterrupted music without repeat and automatic tape

re-start; deck only or with wattage amplifier. Wishes purchase 200 tape players a year for own use. Delivery requirements as approprate. Language correspondence Spanish. Servicios Asociados Centro Plaza (background music installations). Torre B. Nivel 18, Centro Plaza, Avenida Feo. De Miranda, Caracas, D.F.

Communication equipment

●36600 — ALGERIA — Prequalification for high-tension electric grid telecontrol, dispatching and calculating. Bid deadline Oct. 1. Prequalification documents are available upon written request after July, from Sonelgay, Direction de l'Equipment Electrique, Service des Telecommunications, 2, Blvd. Salah Bonakouir, Algiers. Tenders expected to be issued to prequalified firms by end of year. Correspondence in French required.

●36600 — AUSTRALIA — The Anglo-Australian Telescope Board has carried out a circuit design of the electronics for the autoguider unit included in the 150-inch Anglo-Australian telescope project. The board is seeking suitable manufacturers to implement its design. Approximately 1500 IC, TTL packages make up about 70 percent of the electronics equipment and the remainder consists of analog controls and power supplies. Estimated value $150,000. Tender documents available from Anglo-Australian Telescope Board, c/o Dept. of Science and P.O. Box 826, Woden, A.C.T. 2606, Aust., Attn: Henry Kobler. Bid deadline August 10.

●36600 — IRAN — Supply of four sets of 2-terminal, 12-channel carrier telephone systems. Tender No. 2504, bid deadline August 28. Invited by the National Iranian Steel Corp., Tehran. Terms and specifications available on a five-day loan basis from the Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4822).

●36600 — LIBYA — The Industrial Research Centre invites specialized organizations, companies and consultants to bid on the geological mapping of the region west of Sirte Gulf. Tender No. 1-1973; bid deadline Sept. 5. Conditions and expectations available upon payment of LD30 ($102) from the Secretary, Tender Comm., Industrial Research Centre, P.O. Box 3633, Tripoli, Libyan Arab Rep.

●36600 — THAILAND — Supply and installation of master station set-control processing unit to handle data from seven remote stations. Tender No. EGAT 27/25/16, bid deadline August 15. Tender documents available at $50 per set from Electricity Generating Auth. of Thailand, Nonthaburi. When tenders are received from Thailand they will be available on five-day loan basis from the Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4822).

36624 — TAIWAN — Electronic navigational aids for marine use. Kind John Trading Co., Ltd. (I, M), 18, Lane 85, Chung-Hua Rd., Sec. 1, Taipei.

36625 — TAIWAN — Electronic search, detection apparatus for fishing. Kind John Trading Co., Ltd. (I, M), 18, Lane 85, Chung-Hua Rd., Sec. 1, Taipei.

36626 — SWEDEN — Ultrasonic equipment. Ingeniorsfirma Conrad Ekengren AB (I, A), Box 744, S-181 07 Lidingo 7.

Electronic components, accessories

36792 — FRANCE — Polyester, metalized polyester and electrolytic capacitors. ITT—Oceanic, Attn.: Mr. Toussaint (I), 97, Ave. De Verdun, 93230 Romainville.

36793 — FRANCE — All types of composition film resistors. ITT—Oceanic, Attn.: Mr. Toussaint (I), 97, Rue de Verdun, 93230 Romainville.

36795 — VENEZUELA — Electronic components for construction of amplifiers; RF coils and components for printed circuits. Wishes to purchase 5000 components per semester, for own use. Correspondence in Spanish. Servicios Asociados Centro Plaza (background music installations), Torre B, Nivel 18, Centro Plaza, Av. Feo. De Miranda, Caracas.

Electrical machinery, equipment

36911 — TRINIDAD & TOBAGO — CKD components for automobile batteries. Seeks licensing arrangement and supply of components from U.S. company preferably with brand name already known in English-speaking Caribbean. Recently acquired equipment to manufacture batteries from small defunct company; likely to need additional equipment. Plans to begin production at rate of 50 per day. Mr. Boland Amar hopes to visit interested suppliers in U.S. Potential market covers entire CARIFTA area. Amar Auto Supplies Ltd. (R, M), 177 Tragarete Rd., Port of Spain. Telex WG 381.

36920 — MAURITANIA — Machinery for dry cell battery plant producing 4.5 volt and 1.5 volt batteries for local consumption and export. Needs technical assistance; possible licensing arrangement. Stelm Mauritanienne de Production Industrielle et Commerciale (Somapic) (M, I), Boite Postale 245, Telex: Mapic 33, Nouakchott. WTDR in prep.

36920 — TURKEY — Quotations for electrolysis machinery for production of 125 cu. meters of hydrogen per hr. for use in production of margarine. Also required is rectifier to convert local alternating current of 380 volt 50 cycle direct current suitable for plant. Also requested are: hydrogen compressor suitable to compress 125 cu. meters of hydrogen per hr. to 30 bar; compressor to compress 70 cu. meters oxygen per hr. to 175 bar and oxygen bottling station with 10 outlets to produce bottled oxygen of 150 bars per bottle. Expeditious replies requested since foreign firms also bidding heavily on project. Abdullah Paksoy (M, D), Paksoy Ticaret Sanayii A.S., P.K. 144, Adana.

Motor vehicles and equipment

37140 — GREECE — Thermometers, oil meters, ammeters, brake-linings, clutch-facing, electric horns, fan belts, radiator hoses (straight and flexible), spark-plugs, and universal joints for passenger cars, trucks, and tractors. Ready to place order of $10-15,000; requests descriptive material and price lists. Kleon Kanellis (I, D), 8 N. Selefkidon St., Thessaloniki. WTDR in prep.

37141 — JAMAICA — Auto parts and accessories for all models including front end parts, transmission and brake parts. P & L Spare Parts Ltd. Attn.: Veronica Palmer (I, D), 124 Maxfield Ave., Kingston 10. WTDR 5/73.

37141 — PORTUGAL—Automotive parts, accessories: gaskets; carburetor air cleaners; control equipment; hydraulic fluid power pumps. Firm must complete purchase arrangements urgently. B. de Magalhaes, Sucr. Lda. (I, A, D), Avenida Diogo Leite, 122, Vila Nova de Gaia.

Ship building, repairing

37311 — DOMINICAN REP. — 3 steel deck barges of 1,000 tons capacity each, 40 meters long, 8 meters wide, 4 meters deep, preferably used. Barges will be used to carry weathered limestone. Corporacion Dominicana de Empresas Estatales (CORDE) (operates several government-owned or controlled commercial and industrial enterprises), Antonio Duverge, Santo Domingo. Attn.: Dr. Jose A. Quezada or Engineer Ferrer Lopez Guzman.

37313 — DOMINICAN REP. — One tugboat to tow steel deck barge of 1,000 ton capacity, 40 meters long, 8 meters wide and 4 meters deep. Will be used by Dominican Cement Plant. Corporacion Dominicana de Empresas Estatales (CORDE) (operates several government-owned and controlled commercial and industrial interprises), Antonio Duverge, Santo Domingo. Attn.: Dr. Jose A. Quezada or Engineer Ferrer Lopez Guzman.

Railroad equipment

37411 — MALAWI — Malawi Railways need for service by 1976: two diesel-electric locomotives and two shunting locomotives. Malawi gauge like neighboring countries is 3 ft. 6 in. Malawi Railways Ltd., Alan Baker, Gen. Mgr. P.O. Box 5144, Limbe.

37421 — MALAWI — Malawi railways requirements for 1973-76: one 50 or 60 seat diesel rail car; ten third class passenger coaches. Malawi Railways Ltd., Alan Baker, Gen. Mgr. P.O. Box 5144, Limbe.

37422 — MALAWI — Malawi Railways rolling stock requirements 1973-76: one hundred thirty low-sided gondola (bogie) cars; twenty-five high-sided bogie cars; one hundred boxcars; ten tank cars, 10,000-gallon capacity; six cattle boxcars; eight passenger train brake vans. Malawi gauge, as in all southern Africa, is three foot, six inch. Equipment needed for replacing aged equipment and to handle increasing transit traffic for Zambia. Malawi Railways Ltd., Alan Baker, Gen. Mgr. P.O. Box 5144, Limbe.

Motorcycles, bicycles, parts

37510 — GERMANY — Speedometers for bicycles with flexible shaft, 80 cm. long and hub drive, sleeve ring chromium plated, lacquered casing black or yellow RAL 1007 offer of variable types requested. Bremshey AG, Contact: Herr Zagermann (M, I, D), 595 Solingen 11, Postfach 110410.

Measuring & controlling instruments

●38200 — HONDURAS — Supply of approximately 6000 electric meters, 2400 for 100 volts and 3600 for 220 volts: 10-30 amperes capacity; 70 percent of units are single phase and 30 percent are triple phase. Tender No. D-514, bid deadline August 11. Estimated value of contract $160,000. Tenders are available at 20 lempiras ($10) per set, from Empresa Nacional de Energia Electrica (ENEE), (National Electric Auth.), Departamento de Proveeduria. Apartado Postal No. 99, Tegucigalpa, D.C., Honduras. When tenders are received from Honduras they will be available for review only, but not for loan, in Room 1128, Science and Electronics Div., U S. Department of Commerce, Washington, D.C. 20230.

Surgical, medical, dental instruments

●38400 — TURKEY — Supply of physical therapy apparatus including physical therapy bed; muscle stimulation appa-

ratus; contrast baths, electronically-controlled lumbar traction apparatus; wheelchairs for both left and right hemiplegic patients; also dental equipment including eleven each of the following: dental units; dental chairs; dental X-ray units; dental X-ray developing sets; dental tool cabinets; dental stools. Bid deadline Oct. 15. Tender documents available from Milli Savuma Bakanligi, Saglik ve Veteriner Dairesi Baskanligi (Ministry of Defense), Ankara and from the Military Attache's Office, Embassy of Turkey, 2202 Massachusetts Ave., N.W., Washington, D.C. 20008, (202-265-6909).

38410 — BELGIUM — 24 each of following: Rheadeik and scape scopes. L'Auxiliaire Acoustique (I, A, D), Galerie Ravenstein 37, 1000 Brussels.

38423 — GERMANY — Protective work gloves, made from asbestos. Franz Roeseler (I, D, Exporter), 2 Hamburg 11, Boersenbruecke 2A.

Photographic equipment, supplies

●38600 — SRI LANKA (CEYLON) — Supply of X-ray films and chemicals. Tender No. P/73/12, bid deadline August 3. Tender documents available from Chairman, Tender Board, Sri Lanka State Trading (General) Corp., P.O. Box 1686, Colombo 2, Sri Lanka. When received, they will also be available from Science and Electronics Division, BCABP-466, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2939).

38613 — ICELAND — Equipment for putting Icelandic subtitles on 16mm motion picture film. Texti (Subtitle Applicator), Sidumuli 22.

Jewelry, silverware, plated ware

39141 — SINGAPORE — Holloware for hotels. Direct purchase & agency. Anglo-Yss Trading Co. Pte. Ltd. Werner Earnest Huber, Mng. Dir. (I, A, D), Maxwell Rd., P.O. Box 1835, 267 Cantonment Rd., Singapore 2.

Musical instruments, parts

39314 — BELGIUM — Musical instruments, except pianos. Direct purchase & agency. Maison J. Franssens-Haesevoets (I, A, R), Rue Felix Moons 27, 3290 Diest.

Manufacturing industries

39962 — FRANCE — Plastic floor coverings. Ste. Roclaine (D), 7 Rue Du Cirque, 75008 Paris.

39990 — JAPAN — Beauty shop equipment to remove wrinkles and freckles; face and body massagers. Mitsui Sansho Co., Ltd., Attn: Mr. Yukawa (I, A, D), Bank of Tokyo Bldg., Marunochi 1 Chome. Chiyoda-Ku, Tokyo.

39991 — JAPAN — Fire extinguishers, portable. Matoi Kogyo K.K /Attn.: Nishimura (I, A, D), No. 4 Ningyo-Cho 3-Chome, Chuo-Ku, Tokyo 103.

39991 — UNITED ARAB EMIRATES — Direct purchase of chemical cylinders which can be placed in stores, buildings, etc. and which spray defined area once heat reaches certain temperature. Devices will be used in locations where sprinkler systems have not been built in. C. P. John, Chief, Abu Dhabi Fire Brigade, P.O. Box 263, Abu Dhabi.

Antiques, secondhand stores

59310 — PARAGUAY — Used clothing, men, women and children; spring and fall. Supplier should indicate bank references. Comision Paroquia Encarnacion (Non-Profit Organization), Calle 14 De Mayo 940, Asuncion.

Agencies

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Field crop farms

01190—SPAIN—Dry beans, dry peas and other pulses. Arturo Costales (A), P.O. Box 210, Gijon (Asturias).

Livestock farms

01390—SPAIN—Field crop seeds and field seeds. Arturo Costales (A), P.O. Box 210, Gijon (Asturias).

Livestock

02120—SPAIN—Milk cows (live). Arturo Costales (A), P.O. Box 210, Gijon (Asturias).

Timber tracts

08110 — VENEZUELA — Semi-elaborated ash wood; maple wood lumber for use in hoes. Vencraft Venezuela, S.R.L. (A, D), Apartado 60037, Edificio Natale, Sotano, Calle Chacito, Bello Monte, Caracas.

Dairy products

20210—TAIWAN—Dry butterfat. American Overseas Agencies (I), 2, Lane 8, Kung Kuan Rd., Peitou Taipei (112).

20231 — TAIWAN — Dry milk powder. American Overseas Agencies (I), 2, Lane 8, Kung Kuan Rd., Peitou Taipei (112).

Canning, preserving foods

20331 — SWEDEN — Canned fruits. Company official in U.S. on business trip until July 17; Will call on Commerce field offices in New York City, Chicago and Miami, as well as Main Commerce in Washington. Praktisk Marknadsforing, PM Konsul AB (I, A, D), Tideliusgatan 42, S-116 69 Stockholm. WTDR in prep.

20371 — SWEDEN — Frozen fruit and juices. See 20331—SWEDEN.

Beverage industries

20820 — ICELAND — Home-brew beer kits. Smjorliki, Attn.: David Scheving Thorsteinsson (I, D, M), Thverholt 19, Reykjavik.

Food preparations

20999—TAIWAN—Popcorn in bulk pack. American Overseas Agencies (I), 2, Lane 8, Kung Kuan Rd., Peitou Taipei (112).

Broad woven fabric mills, cotton

22110 — CANADA — Upholstery fabrics, drapery trimming fabrics for sale to manufacturers, retailers. Bobo Sales Ltd., contact: Ronald W. Bradbury, Toronto Branch Mgr. (A), 2915 Dufferin St., Toronto 395, Ontario. Tel: (416) 789-7328.

22117—KENYA—Wishes to sell on commission basis approximately $12,000 worth of cotton broad cloth used for manufacture of shirts, width 45", plain or checkered. Interested in exclusive agency; sales commission 2%. Nandlal Gordhandas (A, I), Nyerere Highway, P.O. Box No. 806, Kisumu.

Broad woven fabric mills, manmade fiber, silk

22214—MALAYSIA—Textiles; Polyester blends. Quotations c.i.f. Port Klang/Singapore. Catalogs, price lists requested. Estimated annual sales potential of this opportunity depends on landed cost. Jackson's Malaya Bhd. (A, I, D), Lot No. 2, Jalan 13/1, Petaling Jaya, Selangor. Attn: William M. Y. Ng, Div. Mgr. Cable address: Jaxon.

22219 — CANADA — Upholstery fabrics, drapery trimming fabrics for sale to manufacturers and retailers. Robo Sales Ltd., Contact: Ronald W. Bradbury, Toronto Branch Mgr. (A), 2915 Dufferin St., Toronto 395, Ontario. Tel: (416) 789-7328.

Broad woven fabric mills, wool

22314 — CANADA — Upholstery fabrics, drapery trimming fabrics for sale to manufacturers, retailers. Robo Sales Ltd. contact: Ronald W. Bradbury, Toronto Branch Mgr. (A), 2915 Dufferin St., Toronto 395, Ontario. Tel: (416) 789-7328.

Knitting mills, products

22561 — KENYA — Firm can sell on commission basis approx. $14,000 worth of unused cotton mosquito nets. Ex-military is acceptable. Sales commission 5 percent. Exclusive agency. Nandlal Gordbandas (A, I), P.O. Box 806, Kisumu.

Yarn, thread mills, products

22842—CANADA—Drapery thread for sale to manufacturers, retailers. Robo Sales Ltd , contact: Ronald W. Bradbury, Toronto Branch Mgr. (A), 2915 Dufferin St., Toronto 395, Ontario. Tel: (416) 789-7328.

Textile goods

22983 — PANAMA — Cotton fiber fishline and fishing netting. Exclusive agency representation. Gudegon, S.A. Ricardo E. Cucalon Jr. (I, A, D), Ave. Peru 37-20, Box 1756, Panama 1.

Men's, youths, boys' suits, coats, overcoats

23111 — BOTSWANA — Contemporary men's suits; stylish although not extreme. Low and medium price range. Catalogs, price lists, descriptive materials requested. Palapye Supermarket (I, R, Wholesaler), P.O. Box 34, Palapye.

23113 — BOTSWANA — Men's tailored dress and sport coats and jackets. Fashion line contemporary, stylish, although not extreme. Low to medium price range; catalogs, price lists, descriptive materials requested. Palapye Supermarket (I, R, Wholesaler), P.O. Box 34, Palapye.

Men's, youths, boys' furnishings, work clothing

23271 — BOTSWANA — Men's and boys' separate dress and sport trousers and dress shirts. Low and medium price range; catalogs, price lists, descripitve materials requested. Palapye Supermarket (I, R, Wholesaler), P.O. Box 34, Palapye.

Women's, misses', juniors' outerwear

23317 — BOTSWANA — Women's, misses, junior's blouses, shirts; low to medium price range. Catalogs, price lists, descriptive materials requested.

Palapye Supermarket (I, R, Wholesaler), P.O. Box 34, Palapye.

Women's, misses', juniors' outerwear

23351—SWEDEN—Party and cocktail dresses. AB Arcotex (I, A), Birger Jarlsgatan 7, S-111 45 Stockholm.

23372 — BOTSWANA — Women's, misses and junior's suits. Low to medium price range; catalogs, price lists, descriptive materials requested. Palapye Supermarket (I, R, Wholesaler), P.O. Box 34, Palapye.

23393 — SWEDEN — Beach and leisure wear for women. AB Arcotex (I, A), Birger Jarlsgatan 7, S-111 45 Stockholm.

Fabricated textile products

23926 — MALAYSIA — Ready-made bedspreads, bed sets. Distributorship arrangement. Quotations c.i.f. Port Klang/Singapore. Catalogs, price lists, literature requested. Jackson's Malaya Bhd. (A, I, D), Lot No. 2, Jalan 13/1, Petaling Jaya, Selangor. Attn: William M.Y. Ng, Div. Mgr. Cable-address: Jaxon.

23928—MALAYSIA—Household linens. Distributorship arrangement. Quotations c.i.f. Port Klang/Singapore. Catalogs, price lists, literature requested. Jackson's Malaya Bhd. (A, I, D), Lot No. 2, Jalan 13/1, Petaling Jaya, Selangor, Attn: William M. Y. Ng, Div. Mgr. Cable address: Jaxon.

Millwork, veneer, plywood, prefabricated structural wood items

24310 — UNITED KINGDOM — Wooden doors. Exclusive UK distributing rights. S. Leboff (Fobel) Ltd., A. J. Leboff, Mng. Dir. (I, D, M), Hyde House, The Hyde, Edgware Rd., Colindale, London NW9 6LG.

Wood products

24995 — BELGIUM — Boards used on office walls for the scheduling of work. Veenmam Belgium S.A. (A, I, D), Rue Antoine Dansaert 61, 1000 Brussels.

Public building, related furniture

25311—SWITZERLAND—Plastic, wooden or hardboard pressed shells for school and public furniture; table tops for desks, tables used in schools and public buildings. Zesar Sa, Attn: Mr. Bouille, Dir. (M, D), P.O. Box 2501, Bienne.

Pulp mills, products

26112 — GERMANY — Semi-chemical pulp. Handelsgesellscaft Conrad Jocabson (A, D), 2 Hamburg 1, Raboisen 30.

Paperboard mills, products

26316 — JAMAICA — Combination paperboard, news-lined, suitable for making cartons. Request samples, quotations c.i.f. Kingston. Exclusive distributorship. Cranbrook Ltd., Attn: Peter Mathies (I, A, D), 2 Piccadilly Rd., Kingston 5.

Converted paper, paperboard items

26410—SWITZERLAND—Self adhesive tape, foils, tags, etc., made from paper, plastics, other materials, colored and non-colored. Permapack Ag, Attn: Mr. Sonderegger (I, A, D), Reitbahnstr 21, 9400 Rorschach.

26472—MALAYSIA—Household paper towels, party sets, tissues facial paper. Quotations c.i.f. Port Klang/Singapore. Catalogs, price lists, literature requested. Jackson's Malaya Bhd. (A, I, D), Lot No. 2, Jalan 13/1, Petaling Jaya, Selangor. Attn: Mr. William M. Y. Ng, Div. Mgr. Cable address: Jaxon.

Building paper, building board mills

26611—MALAYSIA—Acoustical ceiling tiles, incombustible, vinyl asbestos, fire resistance rating of at least 2 hours. Specs: 4 x 8 ft,; 2 x 2 ft.; 1 x 1 ft. Quotations c.i.f. Port Klang. Literature, catalogs requested. Fire regulations expected to be passed shortly will necessitate use of fire resistant tiles. When fire laws enforced, estimated requirements would be considerable as PSD in favorable position in selling to both govt. and private sectors. Estimated sales potential of this opportunity exceeds M$1 million. Pernas-Sime Darby Sdn. Bhd. (I, A, D), 54 Jalan Ampang, P.O. Box 252, Kuala Lumpur. Attn: Allan Chan, Building Materials/Contracts Mgr. Cable address: Persime.

Bookbinding industries

27821 — AUSTRALIA—Company seeks agency for folding type albums specifically designed for holding cassette type recording tapes. J-Mar International Pty. Ltd. (I, D, A), Suite 206 Equity House, 284 Victoria Ave., Chatswood. N.S.W. 2067.

Industrial chemicals

28100—AUSTRALIA—Industrial chemicals. Rowchem Australia (I, A, D), 42 Rathmullen Quadrant, Doncaster Victoria 3108.

28123 — HONDURAS — Sodium hydroxide (caustic soda) for industrial use. Agency arrangement, has necessary personnel and facilities to service entire country. Representaciones Universal. S. de R.L. de C.V.N. Attn.: Oscar Luna, Mgr. (A), P.O. Box 1263, Tegucigalpa, D.C.

28123 — JAMAICA — 3,000 tons caustic soda annually. Request quotations c.i.f. Kingston. Manufacturing Chemicals (Supplies) Ltd. (I, A, D), Grove Road, Kingston 10. WTDR 6/73.

28123—KENYA—More than 3000 metric tons of caustic soda, solid fused, 98/100 percent NaOH, packed in drums of 400 kilos. Estimated monthly sales potential exceeds $1000. Exclusive agency agreement. Nandlal Gordhandas (A, I), Nyerere Highway, P.O. Box No. 806, Kisumu.

28153 — CANADA — Synthetic organic pigments, lakes and toners—for Canadian distribution. Caledonia Chemicals Ltd., Contact: S. R. McLean, Ontario Dist. Mgr. (A, D), 333 Wilson Ave., Downsview, Ontario.

28161 — CANADA — Titanium pigments, composite and pure—for Canadian distribution. Caledonia Chemicals Ltd., Contact: S. P. McLean, Ontario Dist. Mgr. (A, D), 333 Wilson Ave., Downsview, Ontario.

28162 — CANADA — Lead-free zinc oxide and other white pigments, particularly antimony oxide—for Canadian distribution. Caledonia Chemicals Ltd., Attn.: S. R. McLean, Ontario Dist. Mgr. (A, D), 333 Wilson Ave., Downsview, Ontario.

28163 — CANADA — Chrome colors, other inorganic pigments, colored lead pigments, particularly pearl essence, ceramic colors, and all other color pigments particularly ultramarine blue—for Canadian distribution. Caledonia Chemicals Ltd., Attn.: S. R. McLean, Ontario Dist. Mgr. (A, D), 333 Wilson Ave., Downsview, Ontario.

28180 — ISRAEL — Industrial inorganic and organic chemicals. David Beyo (Chemist), 1/18 Ger-Tsedek St., Jaffa.

28180—JAMAICA—Commercial and industrial organic chemicals. Quotations requested; Seeks exclusive agency. Jamaica Scientific House Ltd. Attn: R. J. Thompson (A D, I), 138 King St., Kingston.

28180—JAMAICA—Commercial and industrial organic chemicals. Quotations c.i.f. Kingston requested. Exclusive Agency. The Technical Supply Co. Ltd., Attn: Carlton Barnett (I, A, R), P.O. Box 75, Kingston 10.

28190 — FRANCE — Plastics additives: polymerizers, compounding and transforming agents; plasticizers, extenders; PVC heat stabilizers; organic peroxides; lubricants; epoxy hardeners; fire retardants; impact modifiers. Exclusive agency. Campagnie Adriss (I, D), 28 Boulevard Camelinat, 92—Gennevilliers. WTDR in prep.

28190—JAMAICA—Commercial and industrial inorganic chemicals. Quotations requested; seeks exclusive agency. Jamaica Scientific House Ltd. Attn: R. J. Thompson (A, D, I), 138 King St., Kingston.

28190—JAMAICA—Commercial and industrial inorganic chemicals. Quotations c.i.f. Kingston requested. Exclusive agency. The Technical Supply Co. Ltd., Attn: Carlton Barnett (I, A, R), P.O. Box 75, Kingston 10.

Synthetic materials

28210 — GERMANY — Plastic materials and synthetic resins. Schlubach & Co. GmbH. (I, D), 2 Hamburg 1, Pelzerstarsse 13.

28211 — ISRAEL — Plastics materials and resins. David Beyo (Chemist), 1/18 Ger-Tsedek St., Jaffa.

28211 — SWITZERLAND — Polyethlene packaging film, except shrink film. Pallet wrap; specialty packaging film. Ernst Jaermann & Co. AG (A,) Kernstrasse 60, Postfach, CH-8026 Zurich.

28213—AUSTRALIA—Company interested in direct purchase and/or representation of high density polyethylene, porous polypropylene, porous PVC in that order of priority. These materials presently in great demand locally; firm wishes to incorporate U.S. products in effluent water treatment exhibition. In September, will receive large local coverage. Requests prices, sizes and shapes. Justin Lindsay Partners, Attn: John Wright, Gen. Mgr. (A, I), 1311 Bortfield Dr., Chiswick, N.S.W. 2046.

28213 — CANADA — Thermoplastic resins, polypropylene, styrene-acrylonitrile,acrylonitrile-butadiene-styrene,vinyl resins—polyvinyl chloride and copolymers, other thermoplastic resins such as acetal, polycarbonate for Canadian distribution. Caledonia Chemicals Ltd., Attn: S. R. McLean, Ontario Dist. Mgr. (A, D), 333 Wilson Ave., Downsview, Ontario.

28213—TAIWAN—Polypropylene (PP) resin, yarn or tape grade, 1,000 tons; polyethylene (PE) high density resin, 1,000 tons. American Overseas Agencies (I). 2, Lane 8, Kung Kuan Rd., Peitou Taipei (112).

28214 — CANADA — Thermo-setting

resins, phenolic, other tar acid resins, polyester resins, urea-formaldehyde resins, epoxy resins, polyurethane and diisocyanate resins and silicone resins for Canadian distribution. Caledonia Chemicals Ltd., Attn.: S. R. McLean, Ontario Dist. Mgr. (A, D), 333 Wilson Ave., Downsview, Ontario.

28216 — CANADA — Synthetic resins for protective coatings, for latex base emulsion paints including acrylic, styrene butadiene and vinyl. Caledonia Chemicals Ltd., Contact: S. R. McLean, Ontario Dist. Mgr. (A, D), 333 Wilson Ave., Downsview, Ontario.

28219 — CANADA — Polypropylene monofilaments. Caledonia Chemicals Ltd., Contact: S. R. McLean, Ontario Dist. Mgr. (A, D), 333 Wilson Ave., Downsview, Ontario.

28219 — SWITZERLAND — Acetate packaging film. Ernst Jaermann & Co. AG (A), Kernstrasse 60, Postfach, CH-8026 Zurich.

28220 — CANADA — Synthetic rubber (vulcanizable elastomers). Caledonia Chemicals Ltd., Contact: S. R. McLean, Ontario Dist. Mgr. (A, D), 333 Wilson Ave., Downsview, Ontario.

Drugs

28300—JAMAICA—Wide range of pharmaceuticals (excluding aspirins, sulphur drugs, pheno-barbitone, reserbine and most vitamin B complex preparations which are made locally). Prices requested Exclusive Agency. The Hercules Agencies Ltd., Attn: Von Herman Ferguson (A, D, I), 129 King St., Kingston. WTDR 9/72.

28330 — GERMANY — Medicinal chemicals and botanical products. Paul Bruns (A, D), 2 Hamburg 11, Gr. Burstah 49.

28340 — ISRAEL — Pharmaceutical preparations—all kinds. David Beyo (Chemist), 1/18 Ger-Tsedek St., Jaffa.

28349 — ISRAEL — Pharmaceutical preparations for veterinary use. Exclusive agency basis. Agisam (1970) Ltd (I, A, D), 26 Marmorek St., Tel Aviv.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28421—JAPAN—Termite killers and repellents. Kyoritsu Yuki Co., Ltd. (Kyoritsu Yuki Kogyo Kenkyusho, K.K.) (M), Daiei Kaikan Bldg., 12-14 Ginza 7-Chome, Chuo-Ku, Tokyo 104.

28430—JAPAN—Sizing materials, paper mill use; electro-conductive polymers, paper mill use. Kyoritsu Yuki Co., Ltd. (Kyoritsu Yuki Kogyo Kenkyusho, K.K.) (M), Daiei Kaikan Bldg., 12-14 Ginza 7-Chome, Chuo-Ku, Tokyo 104.

28441 — SWEDEN — Shaving preparations. See 20331—SWEDEN.

28443 — SWEDEN — Shampoos. See 20331—SWEDEN.

28445 — SWEDEN — Suntan and hand lotions, deodorants, bath salts, bath oils, bubble baths. See 20331—SWEDEN.

Paints, varnishes, lacquers, enamels

28511—JAPAN—Exterior paints of especially good weather-proof characteristics. Kyoritsu Yuki Co., Ltd. (Kyoritsu Yuki Kogyo Kenkyusho, K.K.) (M), Daiei Kaikan Bldg., 12-14 Ginza 7-Chome, Chuo-Ku, Tokyo 104.

28511 — PANAMA — Marine paints and enamels. Exclusive agency representation. Gudegon, S.A., Ricardo E. Cucalon Jr. (I, A, D), Ave. Peru 37-20, Box 1756, Panama 1.

28518 — ICELAND — Caulking compounds and equipment for making thermal window glass (double panes). Exclusive distributor/licensee. Haukur Gudjonsson (Contractor), Hamrahlid 35, Reykjavik.

28518—JAPAN—Preservatives for wood used as foundations of houses. Kyoritsu Yuki Co., Ltd. (M), Daiei Kaikan Bldg., 12-14 Ginza 7-Chome, Chuo-Ku, Tokyo 104.

Agricultural chemicals

28710—JAPAN—Fertilizers, landscape use. Kyoritsu Yuki Co., Ltd. (Kyoritsu Yuki Kogyo Kenkyusho, K.K.) (M), Daiei Kaikan Bldg., 12-14 Ginza 7-Chome, Chuo-Ku, Tokyo 104.

28710—SPAIN—Fertilizers, all classes. Arturo Costales (A), P.O. Box 210, Gijon (Asturias).

28722—SWITZERLAND—Fertilizers of advanced composition suitable for intensive culture of ornamentals, vegetables, fruit under plastic covering or in greenhouses. CBC, Curchod, Baeriswyl & Cie, Attn: J. Curchod, Dir. (I. M), 1180 Rolle.

28790 — ISRAEL — Agricultural chemicals—insecticides, herbicides and fertilizers. Exclusive agency basis. Agisam (1970) Ltd. (I, A, D), 26 Marmorek St., Tel Aviv.

28790—JAPAN—Low toxity insecticides and fungicides, landscape use. Kyoritsu Yuki Co., Ltd. (M), Daiei Kaikan Bldg., 12-14 Ginza 7-Chome, Chuo-Ku, Tokyo 104.

28790—SWITZERLAND — Agricultural chemicals of advanced nature suitable for intensive culture of ornamentals, vegetables, fruit under plastic covering or in greenhouses. CBC Curchod, Baeriswyl & Cie SA, Attn: J. Curchod, Dir. (I, M), 1180 Rolle.

Chemical products

28993 — AUSTRALIA — Rust inhibitors and anti-corrosion compounds. Marketing territory includes Australia, New Zealand and South East Asia. Capable of providing any servicing and backup facilities required. Metlab Mapel Pty. Ltd., Attn: Arnold Metcalf, Nat. Mgr.-Mktg. (I, D, metallurgists and metallurgical services), 3 The Promenade Guildford, N.S.W. 2161.

28993 — SWITZERLAND — Synthetic sealing compounds, coatings and impregnating preparations for construction industry; compounds for undersealing of car bodies to prevent rust. Exclusive agent. Permapack AG, Attn: Mr. Sonderegger (I, A, D), Reitbahnstr. 21, 9400 Rorschach.

28993 — TRINIDAD AND TOBAGO — Water treatment components, chemicals. Neal & Massy Ltd. (D, M, R), P.O. Box 1298, 63 Edward St., Port of Spain.

Fabricated rubber products

30692 — NETHERLANDS — Technical rubber hose, similar products. Seeks exclusive distributorships for the Netherlands. Uniflex N.V. Attn: J. Boonstra (I, D, assembler), P.O. Box 27, 6 Verrijn Stuartweg, Diemen.

30697—JAMAICA—Fingercots, rubber. Request quotations; seeks exclusive agency. The Hercules Agencies Ltd. Attn: Von Herman Ferguson (A, D, I), 129 King St., Kingston. WTDR 9/72.

30698 — NEW ZEALAND — Rubberized cloth for use in manufacture of soft luggage, toilet kits, tote bags, briefcases. 36″ to 54″ widths, range of four plain colors, also tartans. R. T. Carr Ltd., Contact: D. J. Matheson, Sec. (I, A, D), P.O. Box 24-056, 665-9 Manukau Rd., Royal Oak, Auckland 3.

Plastic products

30790—AUSTRALIA—Packaging materials and allied products. Firm markets cellulose and polypropylene transparent packaging materials. W. F. Hamilton (Import/Export) Pty. Ltd. (I, A, D), Hamilton House, 529 Burwood Rd., Hawthorn, Victoria. WTDR 6/72.

30791 — SWITZERLAND — PVA, polyvinyl alcohol film, hot water soluble, for packaging. Heat resistant food packaging film, boilable film, saran packaging film, other novelty type specialty packaging film; roll stock. Ernst Jaermann & Co. AG (A), Kernstrasse 60 Postfach, CH-8026 Zurich.

30795 — GERMANY — Plastics security caps for pharmaceutical industry, particularly medicine bottles and vials. Delivery requirements to be agreed upon. Sitzmann & Heinlein, contact: Georg Heinlein (M, D), Bahnhofstrasse 11/13; D-8502 Zirndorf, Bavaria.

30796—SWITZERLAND—Plastic shells for school and public building seating furniture; table tops in scratch-proof materials. Zesar SA, Attn: Mr. Bouille, Dir. (M, D), P.O. Box 2501, Bienne.

Leather tanning, finishing

31113—TAIWAN—All types of leather suitable for manufacturing garments and handbags. American Overseas Agencies (I), 2, Lane 8, Kung Kuan Rd., Peitou Taipei (112).

Glass, glassware

32290 — UNITED KINGDOM — Glassware for catering trade. Exclusive distributorship. Staines Kitchen Equipment Co. Ltd., R. A. McKenzie, Chairman (M, exporter, I), 12/26 Lexington St., London W1R 3HS.

32293—TAIWAN—Fiberglass (long fiber) and resins used in boat construction. American Overseas Agencies (L), 2, Lane 8, Kung Kuan Rd., Peitou Taipei (112).

Structural clay products

32530—SINGAPORE—Mosaics, of any size, preferably white, maximum price less than 50 U.S. cents per sq. ft. desirable. First order may be around 50,000 sq. ft. if quotation & quality satisfied. Singtaco (Pte) Ltd., Mr. Week Kim Choon, Mng. Dir. (I, A, D), Golden Mile Tower, Beach Rd., Singapore 7. Cable address: Watasing. WTDR in prep.

32530 —SINGAPORE — Mosaics, immaterial of size, preferably white, maximum price less than US $0.50 per sq. ft. desirable. First order may be around 50,000 sq. ft. if quotation & quality are satisfied. Singtaco (Pte) Ltd., Week Kim Choon (Mng. Dir.) (I, A, D), Golden Mile

Tower, Beach Rd., Singapore 7. Cable address: 'Watasing.' WTDR in prep.

Pottery, related products

32640—TAIWAN—Ceramic discs used in manufacturing of capacitors, 15 to 20 million per mo. American Overseas Agencies (I), 2, Lane 8, Kung Kuan Rd., Peitou Taipei (112).

32690 —UNITED KINGDOM — Crockery for catering trade. Exclusive distributorship. Staines Kitchen Equipment Co. Ltd., R. A. McKenzie, chairman (M, exporter, I), 12/26 Lexington St. London W1R 3HS.

Abrasive, asbestos, nonmetallic mineral products

32912—SINGAPORE—Diamond wheels and paste for electronic industry. H. Rogers & Co. Pte., Ltd., Mng. Dir.: J. G. Gibbins (A), 17-B Podium Block (2nd Floor), Goldhill Plaza, Thompson Rd., Singapore 11.

Iron, steel foundries

33211 — TAIWAN — Copper ingots for electric wire & cables, ASTM B5-43. Maritime Engineering Service (I, engr.), P.O. Box 265, Taipei.

Rolling, drawing, extruding of nonferrous metals

33512 — JAPAN — For resale—deoxidized and annealed copper tubings for separate type air-conditioning freon gas pipes, grade x 1", D cut 1-0". Three required sizes: inside diameters are ¼" (6.35mm), ⅜" (9.53mm), and ½" (12.7 mm). Thickness of all tubing material 0.8mm. Goh Shoji Co., Inc. (I, A, D, M), 2-9, Ginza 8-Chome, Chuo-ku, Tokyo.

Cutlery, hand tools, general hardware

34211—ECUADOR—Pocket knives, nail clippers. Umiesa, Attn: Jorge Real, Gen. Mgr. (A), P.O. Box 5431, Guaaquil.

34230 — UNITED KINGDOM — Hand tools. Exclusive UK distributing rights. S. Leboff (Fobel) Ltd., A. J. Leboff, Mng. Dir. (I, D, M), Hyde House, The Hyde, Edgware Rd., Colindale, London NW9 6LG.

34231 — NETHERLANDS — Mechanics hand service tools. Federal-Mogul Metaaltechniek B. V., Attn: C. J. Rietbroek (I, D, exporter), P.O. Box 359, 66 Vaartweg, Hilversum.

34231 — SOUTH AFRICA — Mechanics hand service tools; automobile mechanical jacks. Trans-International Est. (I, A, D), 11 Arthur's Seat Centre, Sea Point, Cape Province.

34232—SOUTH AFRICA—Garden hand tools. Trans-International Est. (I, A, D), Arthur's Seat Centre, Sea Point, Cape Province.

34232—SWEDEN—Garden machinery, hand operated, gasoline driven, i.e. hedge cutters, pesticide sprinklers, etc. WTD 6/73. Hopkinson & Carlstedt Ltd. AB (I, A, D), Bradstrupsvagen 11, S-126 56 Hargersten.

34290 — UNITED KINGDOM — Cabinet hardware and builders hardware, including do-it-yourself merchandise. Exclusive U.K. distributing rights. S. Leboff (Fobel) Ltd., A. J. Leboff, Mng. Dir. (I, D, M), Hyde House, The Hyde Edgware Rd., Colindale, London NW9 6LG.

34292 — JAPAN — Furniture hardware; e.g., casters, hinges, handles, etc. J.T.S. Co., Ltd., Attn: Kazushi Sakai, Dir. (I, A, D), Akatsuki Kaikan, 9 Shiba Nishikubo Akefune-cho, Minato-ku, Tokyo 105.

34294 — AUSTRALIA — Small builders hardware items specifically cabinet hardware such as catches, hinges, locks, etc. Rofo Electrical Pty Ltd. Attn.: B.A. Charter (M), 12 Sydenham Rd., Marrickville, NSW 2204.

34294 — SOUTH AFRICA — Padlocks. Trans-International Est. (I, A, D), 11 Arthur's Seat Centre, Sea Point, Cape Province.

34295—NETHERLANDS—Fittings and couplings for technical rubber hose. Exclusive distributorships. Uniflex N. V., Attn: J. Boonstra (I, D, assembler), P.O. Box 27, 6 Verrijn Stuartweg, Diemen.

Heating apparatus, plumbing fixtures

34320 — ICELAND — Bathroom fixture fittings and trim, gold and chromium plated. Exclusive agent/distributor. S. Armann Magnusson Heildverzlun (I, A, D), P.O. Box 1154, Hverfisgata 76, Reykjavik.

34320 — SWITZERLAND — Plumbing fixtures, fittings, brass goods, faucets of advanced design and style. Seeks U.S. manufacturing licensee for new line of thermostatic faucets. Kugler SA Attn.: J. P. Kugler, Dir. (M, D), P.O. Box 240, 1211 Geneva 8.

34336—JAPAN—Incinerators; household, industrial. J. T. S. Co., Ltd., Attn: Mr. Kazushi Sakai, Dir. (I, A, D), Akatsuki Kaikan, 9 Shiba Nishikubo Akefune-cho, Minato-ku, Tokyo 105.

Fabricated structural metal products

34460 — UNITED KINGDOM — Light gauge steel lintels as now used in place of precast concrete for low-rise and factory-assembled buildings. Argosy Engineering Ltd., Attn: C. Black, Mng. Dir. (M), Hertford Rd., Barking, Essex IGLL 8BT.

Fabricated wire products

34811 — SOUTH AFRICA — Steel wire rope, cable, twisted or plaited. Trans-International Est. (I, A, D), 11 Arthur's Seat Centre, Sea Point, Cape Province.

34819—SOUTH AFRICA—Chain, welded transmission link. Trans-International Est. (I, A, D), 11 Arthur's Seat Centre, Sea Point, Cape Province.

Fabricated metal products

34946—NETHERLANDS—Hose end fittings and hose assemblies. Exclusive distributorships. Uniflex N.V. Attn: J. Boonstra (I, D, assembler), P.O. Box 27, 6 Verrijn Stuartweg, Diemen.

34970 — SWITZERLAND — Embossed, textured, laminated and lacquered aluminum foil for packaging. Roll stock. Ernst Jaermann & Co. AG (A), Kernstrasse 60, Postfach, CH-8026 Zurich.

Engines, turbines

35193 — BOTSWANA — Small air and water cooled engines for boreholes, water pumps, lighting plants—diesel or petrol, 3 to 16 hp, 220 volt, 2.5 kil. Catalogs, price lists, descriptive materials requested. Palapye Supermarket (I, R, Wholesaler), P.O. Box 34, Palapye.

Construction, mining, materials handling machinery, equipment

35310—SPAIN—Construction machinery. Felix Fernandez Gonzalez (A), Canillas 93, Madrid 2.

35314 — BELGIUM — Cranes. Mr. M. Bailly, Mgr., Valcke Freres N.V. Repairs and maintenance of ships and harbor equipment), Kapellestraat 76, 8400 Oostende.

35316 — SWITZERLAND — Concrete vibrators. Exclusive distributorship. available. Kamag Kraft- und Arbeitsmaschinen AG (I, D), Zurcherstrasse 137, CH-8952 Schlieren.

35317—SWITZERLAND—Tractor shovel loader special purpose hydraulic attachments. Kamag Kraft- und Arbeitsmaschinen AG (I, D), Zurcherstrasse 137, CH-8952 Schlieren.

35318—JAMAICA—Rotary, ditcher attachment for tractors, particularly 60/90 horsepower models, to make "V" trenches for drainage and irrigation. Brochures, quotations requested. Exclusive agency. Robinson & Co., Ltd., Attn: William Hopwood (I, A, D), 79-81 Hanover St., Kingston.

35318 — PARAGUAY — Motor graders. Exclusive agent. Empresa Manuel Ferreira S.A. (I, A, D), Casilla Postal 573, Asuncion.

35318—SWITZERLAND—Bulldozer, motor grader special purpose attachments, compactors, wearing parts. Exclusive distributorship arrangement. Kamag Kraft- und Arbeitsmaschinen AG (I, D), Zurcherstrasse 137, CH-8952 Schlieren.

35319—BELGIUM—Winches. Mr. Bailly, Mgr., Valcke Freres N.V. Repairers and maintenance of ships and harbor equipment), Kapellestraat 76, 8400 Oostende.

35319 — BELGIUM — Spare parts for earth moving, handling and construction equipment. Matermaco S.A. (I, D, A), Chaussee de Louvain 710-718, 1030 Brussels.

35319 — JAMAICA — Rock crushing plants: 50-100 tons per hr. capacity. Brochures, quotations requested. Exclusive agency. Robinson & Co., Ltd., Attn: William Hopwood (I, A, D), 79-81 Hanover St., Kingston.

35319 — PARAGUAY — Dredging machinery, hydraulic and other types. Exclusive agent. Eberhard Lewkowitz (I, A, D), Casille Postal 523, Asuncion.

35319—SWITZERLAND — Contractors' hand held air tools, drills, circular saws, hammers, sanders, chisels, fixing tools, dredger, excavator special purpose hydraulic attachments for rock breaking, portable screening plants, crushers, winches, other small construction machinery. Exclusive distributorship arrangement. Kamag Kraft- und Arbeitsmaschinen Ag (I, D), Zurcherstrasse 137, Ch-8952 Schlieren.

35320 — SPAIN — Mining machinery. Felix Fernandez Gonzalez (A), Canillas 93, Madrid 2.

35324 — SWITZERLAND — Construction and tunneling rock drills, concrete drills, earth drills, drillbits. Exclusive distributorship. Servicing capabilities available. Kamag Kraft- und Arbeitsmaschinen AG (I, D), Zurcherstrasse 137, CH-8952 Schlieren.

35340 — THAILAND — Vehicle parking equipment, elevating type. Parking capacity 50-100 vehicles. Requests c.i.f. Bangkok prices, capacity prices, catalogs, brochures. Exclusive distributorship franchise throughout Thailand required.

Poly Enterprise Ltd. (I, D), 42/1 Third Floor, Dinakara Bldg., Surawongse Rd., Bangkok.

35350 — UNITED KINGDOM — Specialized conveyors and conveying systems. Annual sales volume 500,000 pounds. Didsbury Eng. Co. Ltd., J. D. Studholme, Gen. Mgr. (M), Clifton Works, Manor Rd., Manchester M19 3EJ.

35360 — UNITED KINGDOM — Hoists, winches, hydraulic working platforms, overhead traveling cranes, etc. Company interested in representation agreement in initial stage, with understanding that it would progress towards partial or complete manufacture under license depending upon product. Didsbury Engineering Co. Ltd., J. D. Studholme, Gen. Mgr. (M), Clifton Works, Manor Rd., Manchester M19 3EJ.

35370 — BELGIUM — Fork lift trucks, electric; materials handling equipment, electric. Mr. Bailly, Mgr., Valcke Freres N.V. (Repairers and maintenance of ships and harbor equipment), Kapellestraat 76, 8400 Oostende.

35370 — BELGIUM — Spare parts for industrial trucks. Matermaco S.A. (A, I, D), Chaussee de Louvain 710-718, 1030 Brussels.

35370 — UNITED KINGDOM — Materials handling equipment including manual forklift and jib trucks, industrial cars and dollies, stackers, trailers, etc. See 35360—UNITED KINGDOM.

Metalworking machinery

35414 — GERMANY — Automatic and semi-automatic polishing and buffing equipment. Acme Maschinenfabrik GmbH (A), D-6078 Neu-Isenburg, Rathenaustr. 15-19.

35418 — SWEDEN — Hand operated, gasoline driven saws for forestry. WTDR 6/73. Hopkinson & Carlstedt Ltd. AB (I, A, D), Bradstrupsvagen 11, S-126 56 Hargersten.

35421 — SPAIN — Shears, metal sheet cutting. Maximum thickness of 40 mm, max. w. 2,500 mm; material to be cut have a tensile strength of 80 kgs/mm2. Productos Auxiliares De Siderurgia, S.L. (A), Apartado 105, Santander.

35450 — UNITED KINGDOM — Equipment for use in press production, as such loaders, unloaders, transfer feed, coil handling equipment, industrial robots, etc. J. P. Udal Ltd., Contact H. W. Green (M), Court Rd., Ballsal Heath, Birmingham B12 9LF.

35451 — GERMANY — Cutting tools for machine tools, carbide, solid and tipped. Hartmetallwerkzeuge Parbs, & Co. (I, A, D), 2 Hamburg 50, Ehrenberstrasse 25.

35453 — NETHERLANDS — Vises, clamps, other attachments, accessories for machine tools, metalworking machinery. Federal-Mogul Metaaltechniek B.V., Attn: C. J. Rietbroek (I, D, exporter), P.O. Box 359, 66 Vaartweg, Hilversum.

35482 — FRANCE — Wire strippers. Jahnichen and CIE (A, D, I), 27 Rue De Turin, 75008 Paris.

35482 — GERMANY — Electric tools, air tools; accessories, attachments. Black & Decker GmbH (I, D, A), 627 Idstein/ts. West Germany.

35482 — NETHERLANDS — Power-driven handtools, including parts, attachments, for metalworking, related industries. Federal-Mogul Metaaltechniek B.V., Attn: C. J. Rietbroek (I, D, exporter), P.O. Box 359, 66 Vaartweg, Hilversum.

35482 — SOUTH AFRICA — Power driven hand tools: drills, grinders, electric, pneumatic. Current: 220V. 50 C. Trans-International Est (I, A, D), 11 Arthur's Seat Centre, Sea Point, Cape Province.

35482 — SWITZERLAND — Pneumatic hand tools, drills, screwdrivers, assembly fixing tools, grinders, sanders, polishers, jig saws, circular saws, hydraulic hammers for deep and tunnel workings. Seeks exclusive distributorship arrangement. Kamag Kraft- und Arbeitsmaschinen AG (I, D), Zurcherstrasse 137, CH-8952 Schlieren.

Special industry machinery

35513 — ICELAND — Equipment, supplies for vacuum packing food in the home. Exclusive distribution. Plastpokar H/F; Attn: Mr. Fridrik Stefansson (I, A, plastic bag manufacturer), Kelduland 15, Reykjavik.

35531 — PARAGUAY — Equipment to produce hardwood sawdust, shavings and chips for distilling, not for resale. Luis Pedretti (sawmill, farm), Casilla Postal 36, Asuncion.

35540 — SWITZERLAND — Paper and paper board converting equipment, such as box and carton making and related machinery and equipment. Requests detailed offers, with prices, literature, from manufacturers only. Fag SA, Attn: H. R. Nyffeler, Mng. Dir. (M, A, D), Rue de Geneve, 7, 1001 Lausanne.

35551—ITALY—Offset printing presses of small and medium capacity, not for large circulation newspaper printing. Exclusive agency. Multimail, S.P.A. (I, A, D), Via Flaminia 388, 00196 Roma.

35552 — ITALY — Collating and binding machines; paper and paperboard cutting machines for data processing centers. Exclusive agency. Multimail S.P.A. (I, A, D), Via Flaminia 388, 00196 Roma.

35552 — SWITZERLAND — Photographic typesetting and photocomposing systems and machines, related tape perforators, reading systems and composing keyboards; edit display devices and proofreading apparatus; automatic photo reproduction and processing equipment; electronic photoengraving and lithographing platemaking systems. Exclusive agency. Stamminger & Cie., Attn: Mr. Stamminger (I, A, D), Postfach, 3000 Bern 14.

35552 — SWITZERLAND — Photocomposing/typesetting machinery, parts and attachments for printing machinery, bookbinding machines, engravers' materials, related equipment, accessories, films, plates for printing trade, requests offers with prices, literature from manufacturers only. Fag SA, Attn.: H. R. Nyffeler, Mng. Dir. (M, A, D), Rue de Geneve 7, 1001 Lausanne.

35595 — SWITZERLAND — Advanced printed circuit production equipment, parts, related attachments; multilayer and multiwire techniques, thick film hybrid circuits production equipment/flexible laminates equipment, incl. testing and inspection equipment for PC's. Requests detail offers with prices, literature from manufacturers only. Fag SA, Attn.: H. R. Nyffeler, Mng. Dir. (M, A, D), Rue de Geneve 7, 1001 Lausanne.

35595—TAIWAN — Reduction gears for cement kilns, grinding mills, etc. Maritime Engineering Service (I, engr.), P.O. Box 265, Taipei.

35595 — THAILAND — V-belt building (mounting) and cutting machines, min. working width 36" V-belt circumference from 30-120". Initial requirement 2-3 machines. Requests c.i.f. Bangkok prices, catalogs, literature. Carlowitz & Co. Ltd., Attn.: Supat Liangpanich (I, A, D), 284/1 Surawongse Rd., Bangkok.

General industrial machinery

35641 — SPAIN — Fans and blowers, industrial. Felix Fernandez Gonzalez (A), Canillas 93, Madrid 2.

35642 — ISRAEL — Air purification equipment. J. Levy (A, engineer), 50 Eilat St., Tel Aviv. Interested in obtaining technical know-how at a later stage.

35690 — BELGIUM — Apparatus to distill fresh water. Mr. M. Bailly, Mgr., Valcke Freres N.V. (repairers and maintenance of ships equipment), Kapellestraat 76, 8400 Oostende.

Office, computing, accounting machines

35700 — GERMANY — Office equipment, related products sought by firms presently carrying American products wishing to expand their present lines of office supplies with complementary items. Agreements sought are Rep./Dis., importation and licensing. Commercial Officer, U.S. Consulate General Economic-Commercial Section, 2-4 Bockenheimer Landstra., 6000 Frankfurt/M.

35720 — VENEZUELA — Typewriters. Mai De Venezuela, S.A. (I, A, D), Edificio Torre Lincoln, 8 Piso, Avenida Abraham Lincoln, Sabana Grande, Caracas, D.F. or Apartado Postal 61894.

35731 — ISRAEL — Printing electronic calculators—desk type. Exclusive agency basis. Bolet Ltd. (I, A), 5 Solkolov St., Tel Aviv.

35741 — ISRAEL — Teller machines, cash registers for bank and commercial use. Exclusive agency basis. Bolet Ltd. (I, A), 5 Sokolov St., Tel Aviv.

35741 — PORTUGAL — Cash registers. Avery Portuguesa, Lda. (I, M), Rua Joao De Deus 9, Venda Nova, Amadora.

35741 — VENEZUELA — Adding machines; cash registers. Mai De Venezuela, S.A. (I, A, D), Edificio Torre Lincoln, 8 Piso, Avenida Abraham Lincoln, Sabana Grande, Caracas, D.F. or Apartado Postal 61894.

35791 — BELGIUM — Addressing, mail handling and copying machines, binding equipment. Veenman Belgium S.A. (A, I, D), Rue Antoine Dansart 61, 1000 Brussels.

35791 — ITALY — Envelope stuffing and sealing machines; labeling machines. Wishes new exclusive agencies of U.S. manufacturers to expand current line of equipment. Multimail S.P.A. (I, A, D), Via Flaminia 388, 00196 Roma.

Service industry machines

35820 — HONG KONG — Commercial and institutional laundry equipment. Jimmy's Co. Ltd. (I, A, D), Rm. 111, May Yee Bldg., Des Voeux Rd. C.

35892 — ISRAEL — Sewage purification equipment. J. Levy, (A, engineer), 50 Eilat St., Tel Aviv.

35892 — SWITZERLAND — Small to medium waste disposers for industrial

use, hospitals etc., (not for installation in sinks). Waste compressing and pulping devices. Mr. Hans Werhonig (I, A, D), 1785 Cressier Sur Morat.

35892 — TRINIDAD & TOBAGO — Water softeners, industrial, household, commercial and farm. Agency and distributorship agreement with well known U.S. firms dealing in these lines. Neal & Massy Ltd. (D, M, R), P.O. Box 1298, 63 Edward St., Port of Spain.

35893 — BELGIUM — Industrial vacuum cleaner similar to Doyle model 218/218SS airflow 210 cf per min., vac-flow 28.0 in. maximum. Filter 1400 sq. in., weight about 62 lbs. Direct purchase & agency. Etablissments J. De Macar (I, A, D), 9 Ave. Des Acacias, 4200 Sclessin.

Machinery

35992 — BELGIUM — Hydraulic equipment. Mr. Bailly, Mgr., Valcke Freres N.V. (repairers and maintenance of ships and harbor equipment), Kapellestraat 76, 8400 Oostende.

Electric transmission, distribution

36130 — AUSTRALIA — Company seeks agency for wide variety of electric power distribution equip., including H.V. switchgear, fuses, fusegear, lightening and surge protection equipment. Bowthorpe Australia Pty Ltd. (M, D), P.O. Box 225 Caringbah, NSW 2229.

Electrical industrial apparatus

36211 — JAPAN — Motors, general purpose: (1) ¼—10 hp single phase, 100 volts, 50 or 60 cycles; (2) 3 phase, 220 volts, 50 or 60 cycles. Nomura Trading Co., Ltd., Attn.: Mr. Y. Higasa, Electrical Machinery Section (I, A, D), 3 Yaesu 4-Chome, Chuo-Ku, Tokyo 104.

36212 — JAMAICA — Electrical generators: six: ½kw-50kw capacity, single and triple phase; gas and diesel engines. Seeks agency/distributorship. Will import and stock for sale to others. Patern Engineering Ltd. (A, I, electrical contractor), P.O. Box 218, 125 Maxfield Ave., Kingston 10.

36231 — FRANCE — Electric arc welding accessories: cable couplings, electrode holders clamps, ground connection. Also interested in licensing agreement. Soudo-Metal (M), 1 Ter Rue Norere 75014 Paris.

Household appliances

36300 — AFGHANISTAN — New firm being organized as sales and service center for full range of household appliances. Will erect modern showroom-warehouse-repair shop in centrally located area and would like to carry General Electric, Westinghouse equipment or equal on exclusive basis; primarily interested in refrigerators, water heaters, lighting fixtures and bulbs, electric space heaters, vacuum cleaners and other household equipment. Khawaja Co. (I, A, R), P.O. Box 9/3188, Kabul.

36312 — LEBANON — Household gas ranges. Exclusive agency and distributorship arrangement. Hasserjian Bros. (I, A, R), P.O. Box 1258, Jeanne d' Arc St., Beirut.

36321 — LEBANON — Household refrigerators of all sizes. Exclusive agency and distributorship arrangement. Hasserjian Bros. (I, A, R), P.O. Box 1258, Jeanne d' Arc St., Beirut.

36340 — UNITED KINGDOM — Electric housewares to be manufactured by U.S. supplier at 240 volt for U.K. market: irons, food mixers, blenders, coffee makers, cooking appliances, hair dryers, hot plates, carving knives, percolators, razors, sandwich toasters and grills, tea kettles, waffle irons, toasters. Exclusive U.K. distributing rights. S. Leboff (Fobel) Ltd., A. J. Leboff, Mgn. Dir. (D, I, M), Hyde House, The Hyde, Edgware Rd., Colindale, London NW9 6LG.

36341 — BELGIUM — Household cooling equipment; electric fans; other equipment. Stockelec S.A. (A, I, R), Rue De L'Eglise 71-73, 1150 Brussels.

36343 — BELGIUM — Small household electrical appliances. Stockelec S.A. (A, I, R), Rue De L'Eglise 71-73, 1150 Brussels.

36343 — LEBANON — Household electric toasters. Seeks exclusive agency and distributorship arrangement. Hasserjian Bros. (I, A, R), P.O. Box 1258, Jeanne d' Arc St., Beirut.

36350 — BELGIUM — Vacuum cleaners. Stockelec S.A. (A, I, R), Rue De L'Eglise 71-73, 1150 Brussels.

36393 — BELGIUM — Household appliances—dishwashing machines; floor waxing machines, food waste disposals. Stockelec S A. (A, I, R), Rue De L'Eglise 71-73, 1150 Brussels.

Electrical lighting, wiring equipment

36426 — INDIA — Marine gas lighting equipment for use as navigational aids in harbors, on buoys, etc. AEICORP Private Ltd. (A), Mercantile Bldg., 10 Lall Bazar St., Calcutta 700001; Attn.: K. R. Patel.

36426—JAMAICA—Emergency lights. Specifications: battery powered with automatic recharge from main electricity supply when not in use. Quotations: c.i.f. Kingston. Williamson Jamaica Ltd., Attn: Gary Williamson, 35A Balmoral Ave., Kingston 10.

Radio, television receiving sets

36510 — BELGIUM — Radio, and television receiving sets. Stockelec S.A. (A, I, R), Rue de L' Eglise 71-73, 1150 Brussels.

36510 — LEBANON — Hi-Fi stereo appliances. Exclusive agency and distributorship arrangement. Hasserjian Bros. (I, A, R), P.O. Box 1258, Jeanne d' Arc St., Beirut.

36511 — SWITZERLAND — Portable, non-portable radio sets including stereo equipment. Exclusive agent. Allelectric AG, Attn.: H. K. Gloor (A, D, R), Gartenstr. 12, 5600 Lenzburg.

36512 — SWITZERLAND — Color television sets; 220 volt or with adaptors. Exclusive agent. Allelectric AG, Attn.: H. K. Gloor (A, D, R), Gartenstrasse 12, 5600 Lenzburg.

36513 — SWITZERLAND — Hi-Fi record players and related equipment amplifiers. Exclusive agent. Allelectric AG, Attn.: H. K. Gloor (A, D, R), Gartenstrasse 12, 5600 Lenzburg.

36520 — SWEDEN — Audio tape cassettes. See 20331—SWEDEN.

36520 — SWITZERLAND — Original, high-quality records — jazz, musicals, classic music, etc. Exclusive agency. Allelectric AG, Attn.: H. K. Gloor (A, D, R), Gartenstr. 12, 5600 Lenzburg.

Communication equipment

36611 — AUSTRALIA — Telephone Equipment Consultants (TEC) interested in direct purchase or representation of: Voice activated telephone answering devices: automatic telephone dialers; burglar alarm dialers; telephone voice activators; combined voice amplifiers and dialers, and wide range of related telephone equipment. Information related to specifications for local high standards required by the Postmaster General's Dept. will be supplied by subject firm. Requests literature, prices, circuit diagrams where possible. Telephone Equipment Consultants, Attn: Timothy Buxton, Mng. Dir. (A, D), 4 Clarke St., Crows Nest, N.S.W. 2065.

36612 — BELGIUM — Automatic telephone answering systems. Veenman Belgium S.A. (I, A, D), Rue Antoine Dansaert 61, 1000 Brussels.

36623 — SPAIN — Electronic security systems for domestic, commercial and industrial use. Prevencion Y Seguridad, S.A., Attn: Arturo Marti (D), Aragon, 285 Barcelona.

36624 — PANAMA — Marine radio com. equip. & elec. navigation aids. Exclusive agency representation. Gudegon, S.A., Ricardo E. Cucalon Jr. (I, A, D), Ave. Peru 37-20, Box 1756, Panama 1.

36625 — PANAMA — Electronic search and detection apparatus, including radar, sonar and depth sounders. Exclusive agency representation. Gudegon, S.A., Ricardo E. Cucalon Jr. (I, A, D), Ave. Peru 3720, Box 1756, Panama 1.

36625 — FRANCE — Electronic search & detection apparatus: taping equipment for hosiptals, fire detection and warning systems. Televic S.A. (I, D), 7, Villa Virginie, 75014 Paris.

Electronic components, accessories

36740 — JAPAN — IC's, digital, for data communications devices (Modem, Uart, etc.); LSI's, memory products and custom design for use in desk top calculators, computers, automobiles, watches, etc.; audio electronic components such as retransistors, OP—amplifiers, other circuit components; materials for industrial electronics such as GA AS, GA P, conductive epoxy, novel wafer; optoelectronics components including semiconductors, lasers. Wishes to act as manufacturers' sales representative, preferably on exclusive basis. Fuji Electronics Co., Ltd. (I, A), 29 Kanda Awaji-Cho 2-Chome, Chiyoda-ku, Tokyo 101.

36740 — SWITZERLAND — Linear intergrated circuits (IC's); MSI and LIS circuits (MOS or CMOS), readouts (liquid crystal and lead). Exclusive agent. Lacoray SA, Attn: W. Stahel (I, A, D), Talbaechliweg 19, 8048 Zurich, Switz.

36741 — SWEDEN — Semiconductors; integrated and non-integrated. Svensk Teleindustri AB (I, A), Box 736, S-121 07 Johanneshov.

36743 — SWEDEN — Solid state infrared sensors. Ingeniorsfirma Conrad Ekengren AB (I, A), Box 744, S-181 07 Lingigo 7.

36749 — SWITZERLAND — Semiconductor memories; core memories and stacks. Mactronics SA, Attn.: M. Gomaa, Mng. Dir. (A, D), Via Sorengo 6, 6900 Lugano. WTDR 5/73.

36790 — GERMANY — Seeks agency

for electronic components and accessories for research and industry. Terms of payment and delivery will be subject to negotiations. RFE Raumfahrtelektronik GmbH & Co. Contact: S. Fleischmann (M, A), Haus No. 13/14, D-8011 Goeggenhofen Ueber Muenchen.

36790 — GERMANY — Any type of microwave components and microwave equipment (e.g. millimeter equipment, mixers, attenuators, if amplifiers, power rf amplifiers up to 1 ghz), other electronic equipment and components. Telemeter Elektronik GmbH (D), Posthof 4, D-8850 Donauwoerth-Riedlingen.

36792 — SWITZERLAND — Tantalum, ceramic and ceramic temperature compensated high quality capacitors for electronic application. Exclusive agent. Lacoray S.A., Attn.: W. Stahel (I, A, D), Talbaechliweg 19, 8048 Zurich.

36795 — AUSTRALIA — Company seeks agency for good quality blank cassette recording tapes. J-Mar Intl. Pty. Ltd. (I, D, A), Suite 206, Equity House, 284 Victoria Ave., Chatsweeld.

36795 — GERMANY — Seeks distributorship for Germany for HF and microwave components. F.o.b. Munich; terms of payment 30 days net; air freight. Marconi Messtechnik GmbH. Contact: Winfried Babiel (D), Joergstrasse 74; D-8000 Muenchen 21.

36795 — NETHERLANDS — Magnetic tape for computers. Seeks distributorships for Netherlands, Western Europe and Indonesia. Automatiserings Unie B.V. Attn.: Mr. O. B. Kerger, Mgr. (I, D, Exporter), P.O. Box 73, 47 Nagelerstraat, Emmeloord (NOP).

Electrical machinery, equipment

36930 — AUSTRALIA — X-Ray equipment for use in metals testing and metallurgy. Marketing territory includes Australia, New Zealand and South East Asia. Capable of providing any servicing and backup facilities required. Metlab Mapel Pty. Ltd., Attn.: Arnold Metcalf, Ntl. Mgr.—Mktg. (I, D, metallurgists and metallurgical services), 3 The Promenande, Guildford, N.S.W. 2161.

36930 — ISRAEL — Dental X-Ray equipment. Resinag A.G. (I, R), 3 Bezalel Jaffe St., Tel Aviv.

36930 — SWITZERLAND — General electromedical patient monitoring equipment, electrosurgical equipment, electrical physiotherapy equipment, electrotherapeutic devices, equipment for general physical therapy. Exclusive distributorship arrangements. Has adequate service capabilities. Meditron AG (M, I, D), Kreuzstrasse 32, Kuonimatt, CH-6010 Kriens.

36930 — TAIWAN — Medical & industrial electronics and associated products, such as electronic devices used for medical diagnosis and operations, X-Ray apparatus, laser device for dental operation, heart pulse recorder etc.; electronic devices used in industries such as infrared spectrometer used in chemistry, electronic temperature recorder, ultrasonic metal flaw detector, digital ultrasonic thickness meter, etc. Summit Industrial Corp., Taiwan Branch (A, I, D), 121 Nanking E. Rd., Sec. 3, Taipei (104).

Motor vehicles, equipment

37111 — AFGHANISTAN — Interested in obtaining distributorship for Jeep vehicles, or equal. Would like to import vehicles on a ckd basis if possible. Mr. Khawaja Moenoddin, Vice Pres., Afghan Motor Service & Paris Co. (D, A, I), P.O. Box 86, Zendabanon, Kabul.

Surgical, medical, dental instruments

38410 — ALGERIA — Artificial kidneys. Distributorship for Algeria and neighboring countries, especially Mauretania and Mali. Mr. Benhenni Bouchouireb (A, D), 18, Rue Rabah Noel, Algiers.

38410 — BELGIUM — Surgical, medical instruments, equipment. Ets A. Couvreur S.A. (A, D, Exporter), Rue Vanderlinden 46, 1030 Brussels.

38430 — ISRAEL — Dental instruments specially for root canal treatment; dental burs, dental cotton and paper goods, amalgam, dental forceps, orthodontic appliances, ultrasonic dental equipment, impression material—dental, and other general dental equipment. Resinag A.G. (I, R), 3 Bezalel Jaffe St., Tel Aviv.

Ophthalmic goods

38513 — JAMAICA — Sun or glare glasses and sungoggles, complete. Requests illustrated brochures, prices. Exclusive agency. The Hercules Agencies Ltd., Attn.: Von Herman Ferguson (A, D, I), 129 King St., Kingston.

Photographic equipment, supplies

38615 — ISRAEL — X-Ray films; blueprint—cloth or paper, sensitized; developers, developing machines, hangers and holders. Resinag A.G. (I, R), 3 Bezalel Jaffe St., Tel Aviv.

Watches, clocks, parts

38711 — MALAYSIA — Clocks, decorator and utility types for home and industry. Distributorship arrangement. Quotations c.i.f. port Klang/Singapore. Catalogs, price lists, literature requested. Jackson's Malaya Bhd. (A, I, D), Lot No. 2, Jalan 13/1, Petaling Jaya, Selangor. Attn.: William M. Y. NG, Div. Mgr. Cable address: Jaxon.

38715 — BELGIUM — Wrist watches; electronic quartz with liquid crystal display. Horlogerie en Grows Henri Schmidt S.P.R.L. (I, D), 48 Rue Vandermeersch, 1030 Brussels.

Jewelry, silverware, plated ware

39140 — UNITED KINGDOM — Cutlery and holloware for catering trade. Exclusive distributorship. Staines Kitchen Equipment Co. Ltd., R. A. McKenzie, chairman (M, Exporter, I), 12/26 Lexington St., London W1R 3HS.

Toys, amusement, sporting goods

39410 — ECUADOR — Glass marbles, toy. Umiesa, Attn.: Jorge Real, Gen. Mgr. (A), P.O. Box 5431 Guayaquil.

39410 — JAMAICA — Toys. Request samples, illustrated brochures, prices. The Hercules Agencies, Ltd., Attn.: Von Herman Ferguson (A, D, I), 129 King St., Kingston.

39420 — JAMAICA — Toys; stuffed toy animals. Request samples, illustrated brochures, prices. Exclusive agency. The Hercules Agencies, Ltd., Attn.: Von Herman Ferguson (A, D, I), 129 King St., Kingston. WTDR 9/72

39490 — CANADA — Hockey equipment including helmets, mouth guards, shin guards, pants, shoulder and elbow pads, gloves, skates and hockey sticks. Fishing equipment including rods, reels, spools, lures and hooks. Water skis, related accessories such as ski jackets and belts, tow ropes, buoyancy vests. Softballs, baseballs, related items such as bats, gloves, masks, body protectors, and bases. Firm prepared to establish and service distributors within Western Canada region, to provide coverage to sporting goods trade. Canuck Imports & Agents Ltd. (I, A), 14423—80 Ave., Edmonton, Alberta T5R 3K2.

39491 — PANAMA — Fishing tackle and equipment; fishing rods, all types; and fishing reels. Exclusive agency representations. Gudegon, S.A., Ricardo E. Cucalon Jr. (I, A, D), Ave. Peru 37-20, Box 1756, Panama 1.

39493 — BELGIUM — Bowling pins and balls, bowling accessories. Rotating Service S.p.r.l. (I, D), Chaussee de Tournai 54, 7721 Ramegnies-Chin.

Costume jewelry, novelties, buttons

39610 — SWITZERLAND — Quality costume jewelry for sale in boutiques. Direct purchase & agency. Seamount S.A., Attn.: Mr. Stamminger (I, R), Weissenbuehlweg 21A, 3007 Bern.

39642 — ECUADOR — Needles for hand sewing; needles for sewing machines. Umiesa, Attn.: Jorge Real, Gen. Mgr. (A), P.O. Box 5431, Guayaquil.

Manufacturing industries

39990 — GERMANY — "Trim jeans," or equal, (weight reducing clothing), similar articles which fall under general category "health products"; articles should be light in weight and easily wrapped and shipped, main customers are mail-order houses. Terms of payment letter of credit 30 days; air c.i.f. Nuernberg; Boat c.i.f. Hamburg. H. G. Zentner, contact: Roger Haddad (I, D), Gostenhofener Schulgasse 32, D-8500 Nuernberg.

39991 — NETHERLANDS — Fire extinguishing equipment, related articles. Exclusive distributorship. Uniflex N.V., Attn.: J. Boonstra (I, D, assembler), P.O. Box 27, 6 Verrijn Stuartweg, Diemen.

39999 — GERMANY — Do-it-yourself articles (e.g. small furniture, wall tiles, mirror tiles); novelties; cosmetics sets (cream-perfume-lipstick or similar); related products. All articles should be light in weight and easily wrapped and shipped because main customers are mail-order houses. Terms of payment letter of credit 30 days; Delivery air c.i.f. Nuernberg; Boat c.i.f. Hamburg.

Scrap and waste materials

50930 — KOREA — Steel scrap—ship plate, motor block, structural, re-rollable, heavy metal sheet smelting No. 1 & 2 and shredded No. 1 & 2. Doyang Trading Co., Pres.: Kon Hur (A, D), I.P.O. Box 2694, Seoul (25-2)-Ka, Chungmu-Ro, Chung-Ku, Seoul 100.

50930 — THAILAND — Iron and steel scraps: A. In rail shape, 50-100 lbs./min. lgth. 3 M., monthly requirement 3,000-5,000 tons; B. hot rolled coil 1.2-4.0 mm., monthly requirement 2,000 tons; cold rolled coil 0.8-1.5 mm., monthly requirement 1,000 tons. Weight to be approx. 5 tons/coil; C. heavy melting scraps, No. 1 & 2 bundles; monthly requirement 5,000-6,000 tons. Requests c.i.f. Bangkok prices; east coast ports. Metro Co., Ltd Attn.: Sawang Laohathai. (I, D), 180-184 Rajawongse Rd., Bangkok.

Future Construction Abroad

CANADA—A brochure updating the information concerning the **concessions at the new Montreal International Airport** at Mirabel is available, on loan only, from the U.S. Department of Commerce, Trade Opportunities Section, BIC-267, Rm. 1322, Washington, D.C. 20230. Tenders for the concession for the duty-free shop contract are due to be called in mid-July. Interested U.S. firms should contact: Head, Marketing and Commercial Service, New Montreal International Airport, P.O. Box 427, Montreal 101, Quebec.

GREECE — Pohlmann Touristic, 9 Valaoritu St., Athens 134, has obtained Government approval of a new 440-bed class A hotel- and bungalow complex on the Peloponnesus. The designs for the complex have already been executed by a Swiss firm and will include a night club, tavern, six-bed bungalows, swimming pools, and marina. The total cost of the project is estimated at $3.7 million. U.S. suppliers of hotel equipment should provide their catalogs and price list to Pohlmann Touristic. This is a corrected version of the item which appeared on p. 70 of the June 25 issue of **Commerce Today**.

IRELAND — General Motors Overseas Corp., Stag Lane, London N.W. 9, has announced plans to build an **automotive components manufacturing plant** near Dublin for the production of electrical wiring harnesses for Opel and Vauxhall motor vehicles. Initial production is expected to begin in 1975 and full operation is scheduled for 1977. At full production employment is expected to exceed 500 people. Contact K. J. Moyes, c/o GMODC, Dublin (Tel: 68-50-68).

INDONESIA — A broad range of excellent trade opportunities and a number of promising investment opportunities are opening up in the **petroleum sector** in Indonesia, where U.S. firms should be competitive. A list of some of the more important projects either under way or being discussed is available from the U.S. Department of Commerce, Trade Opportunities Sec., BIC-267, Rm 1322, Washington, D.C. 20230.

CANADA — The Canadian Electrolytic Zinc Co., Valleyfield, Quebec, a subsidiary of Noranda Mines Ltd., has started a C$30 million expansion program, consisting of an allotment of C$3.5 million to improve current processes and C$26.5 million to enlarge the plant. The equipment needs will be major and proposals from U.S. suppliers will be considered. The program will increase the firm's production from 145,000 to 225,000 tons a year. Construction is already under way, but tenders for major equipment will be called during the remainder of 1973 and early 1974. Tenders will be by invitation, but U.S. suppliers wishing to investigate the possibility of participating in this project can communicate with V. R. Smith, Manager of Purchasing Projects, Noranda Mines Ltd., Box 45, Commerce Court West, Toronto 1, Ontario, (Tel.: 416-867-7111).

JORDAN — The Water & Sewerage Authority, P.O. Box 2412, Amman, invites interested contractors to qualify to bid for the **water supply and sewerage system extension for the city of Amman.** The project includes: A) Supply of about 125 km. (100-500 mm dia., mainly 150 mm) of pipe and fittings for sanitary sewers. Tender document C 10 may be purchased at a cost of 35 Jordanian Dinars (JD 1 = $3.04). Bid deadline is July. B) Installation of the above sewers during 1973-75, Tender document C 9 costing 50 JD, with bid deadline July. C) Installation of about 125 km. water pipes (75-100 mm. dia.); about 5,500 new house connections; replacement of about 1,600 old house connections and supply of pipes, etc. Tender documents expected to be ready in July/August. D) Supply of about 12,000 water meters during 1973-75. Tender documents expected to be ready in July/August. E) Construction of two pumping stations, one 4,000 cubic meter reservoir, water meter shop and stores. Drilling of two boreholes. Supply and installation of all necessary mechanical and electrical equipment. Supply of equipment for laboratory and hydrological stations. Tender documents expected to be ready in December. F) Construction of headquarter office building (area about 2,000 sq. meters), to begin before end of 1973 with expected completion time of 30 months. Tender documents will be announced later. U.S. firms should write immediately to the above Authority and state their intent to participate in one or more of the schemes.

QATAR — Plans for a new international airport in the State of Qatar will be completed soon. The new terminal building will be composed of two levels, one for arrivals and one for departure, and will include a restaurant, tax-free shopping zone, a freight section and offices for the Department of Civil Aviation. Adjacent to the terminal building will be a VIP reception area and a heliport. The planners hope to build the world's longest runway, which will be able to accommodate the Concorde, 747's and the "stretched" 747. When completed, the airport will be able to handle 19 planes at a time. Designers of the project are Gibb, Petermuller and Partners of London. U.S. firms wishing further information should write directly to: Sami Gayed, Director-General, Civil Aviation, P.O. Box 737, Doha, State of Qatar.

COLOMBIA — A report from the American Embassy in Bogota giving an update on Colombia's **electric power generation and transmission projects** in progress and several new projects is available from the U.S. Department of Commerce, Trade Opportunities Sec., BIC-267, Rm 1322, Washington, D.C. 20230.

Cameroon Invites Bids To Equip 23 Schools

The Government of Cameroon is seeking equipment for 19 high schools and 4 teacher training institutions including (A) kitchen-dining equipment, (B) bedding and linen, (C) sports, (D) scientific lab, (E) scientific optical and audio-visual, (F) small office (59 typewriters, 38 manual calculators), (G) air conditioners, (I) vehicles (3 diesel buses, 23 small trucks), (J) school furniture and filing cabinets, (K) physical testing equipment for 19 school infirmaries. Bid deadline July 31 for lots A, B, and J; August 31 for lots C, D, E, F, G, I, and K.

Invited by Secretariat Permanent de la Commission Nationale des Marches au Ministere des Finances, B.P. 1070, Yaounde. Specifications available with payment of 10,000 CFAF (approx $50) from Directeur Du Tresor, Du Project Education Bird-Cameroun, Ministere de l'Education Nationale, or from Embassy of Cameroon, Economic Counselor, 2349 Massachusetts Ave., NW., Washington, D.C. 20008, (202-265-8790).

UNDP Approves 25 Country Programs; Allots $270 Million

An additional 25 country and intercountry programs were approved by the Governing Council of the United Nations Development Program at its June session, bringing the total number of programs approved to date for developing nations up to 83.

Low income countries for which these programs were approved, will receive about $270 million in assistance from the UNDP. Approximately $360 million will be provided by the countries themselves. Thus, a total of nearly $632 million will be expended for services and equipment from 1972-76.

The country and intercountry programs can serve U.S. firms as future projects. They may also be used as potential leads for sub-contracts.

Each country has an individual program. Copies are available on a loan basis from the office of Export Development, Trade Opportunities Section, BIC-267, Rm. 1322, U.S. Department of Commerce, Washington, D.C. 20230. Copies are also available at the following Commerce District Offices—Atlanta, Boston, Chicago, Cleveland, Dallas, Denver, Detroit, Kansas City, Los Angeles, New York, San Francisco and Seattle. For complete addresses see the inside back cover of this issue. When requesting this information please include a pre-addressed label.

The following country programs were approved, with recommendations:

DP/GC/AFG/R.1 — Afghanistan
DP/GC/BAR/R.1 — Barbados
DP/GC/BOL/R.1 — Bolivia
DP/GC/BOT/R.1 — Botswana
DP/GC/PRC/R.1 — Congo
DP/GC/DOM/R.1 — Dominican Rep.
DP/GC/ELS/R.1 — El Salvador
DP/GC/GUY/R.1 — Guyana
DP/GC/IRA/R.1 — Iran
DP/GC/LEB/R.1 — Lebanon
DP/GC/MVD/R.1 — Maldives
DP/GC/MEX/R.1 — Mexico
DP/GC/MOR/R.1 — Morocco
DP/GC/PAR/R.1. — Paraguay
DP/GC/PAK/R.1 — Pakistan
DP/GC/PAP/R.1 — Papua/New Guinea
DP/GC/ROM/R.1 — Romania
DP/GC/RWA/R.1 — Rwanda
DP/GC/RVN/R.1 — Rep. of Vietnam.
DP/GC/SIL/R.1 — Sierra Leone
DP/GC/SUD/R.1 — Sudan
DP/GC/SWA/R.1 — Swaziland
DP/GC/TUR/R.1 — Turkey
DP/GC/UPV/R.1 — Upper Volta
DP/GC/URU/R.1 — Uruguay

☆ U.S. Government Printing Office: 1973—511-351/26

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ROBERT A. ANTHONY, Office of Foreign Direct Investments

(Vacant) Patent Office

RICHARD W. ROBERTS, National Bureau of Standards

VINCENT P. BARABBA, Acting, Bureau of the Census

MARINUS van GESSEL, Bureau of International Commerce

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GEORGE JASZI, Bureau of Economic Analysis

JOHN M. RICHARDSON, Acting, Office of Telecommunications

WILLIAM T. KNOX, National Technical Information Service

ALEX M. ARMENDARIS, Office of Minority Business Enterprise

EDWARD D. FAILOR, Social and Economics Statistics Administration

SETH BODNER, Bureau of Resources and Trade Assistance

OMBUDSMAN FOR BUSINESS
Thomas E. Drumm, Jr.

STEVEN LAZARUS, Bureau of East-West Trade

DISTRICT OFFICES

ALBUQUERQUE, N.M., 87101, Room 316, U.S. Courthouse (505) 843-2386.

ANCHORAGE, 99501, 632 West Sixth Ave., Hill Bldg., Suite 412 (907) 272-6531.

ATLANTA, 30309, Suite 523, 1401 Peachtree St., NE. (404) 526-6000.

BALTIMORE, 21202, 415 U.S. Customhouse, Gay and Lombard Sts. (301) 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. (205) 325-3327.

BOSTON, 02116, 10th Floor, 441 Stuart St. (617) 223-2312.

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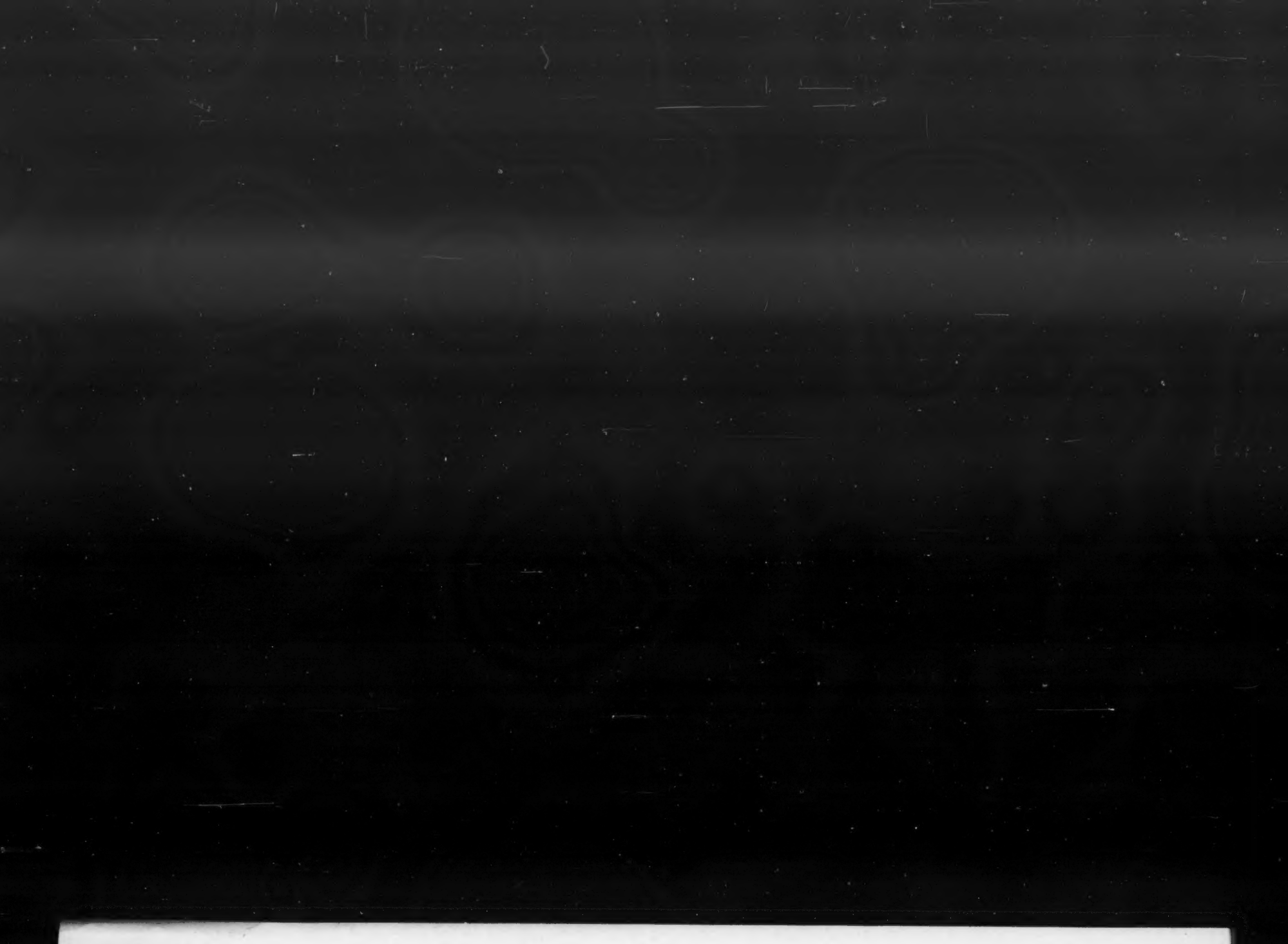
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